

THE AMERICAN

ELEVATOR AND

GRAIN TRADE

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Mitchell Brothers Publishing Co. }

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum
SINGLE COPIES, 15 CENTS

VOL. XXXVII

431 South Dearborn St., Chicago, Ill., April 15, 1919

NO. 10

YOU CONSIGNMENTS
RECEIVE A WELCOME
WHICH PROTECTS
YOUR VERY OBJECT

McKENNA & RODGERS

GRAIN

60 BOARD OF TRADE

CHICAGO

OUR EARNEST APPEAL
ASSURES A GOOD DEAL

TAYLOR & BOURNIQUE CO.

Grain Merchants
MILWAUKEE, WISCONSIN

WESTERN BRANCHES:

Chicago, Ill.
Sioux City, Ia.
Mason City, Ia.
Marshalltown, Ia.
Sioux Falls, S. Dak.

Consignments Solicited.
Track Bids—Sales to Arrive.

Elevator Capacity

Milwaukee and Chicago,

2,000,000
Bushels

EASTERN BRANCHES:

New York City, N. Y.
Boston, Mass.
Philadelphia, Pa.
Buffalo, N. Y.
Pittsburgh, Pa.

Quality and Uniformity.

Established 1877

LANGENBERG BROS. GRAIN CO. GRAIN and HAY

We Solicit Your Consignments

ST. LOUIS

MISSOURI

Buyers
OF

Clover

AND

Timothy
Seed

Mail Samples for Top Market Bids

**Milwaukee
Seed Company**

MILWAUKEE, WIS.

THE ILLINOIS SEED CO. GRASS SEEDS FIELD

BUYERS

CHICAGO

SELLERS

Ask for Samples

Mail Samples for Bids

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-
TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

Carlisle Commission Co.

(Established 1889)

Hay and Alfalfa Meal Products

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

Write Us Your Needs in Alfalfa Meal

Get Our Delivered Price

Courteen Seed Co.

MILWAUKEE, WISCONSIN

CLOVER and TIMOTHY SEEDS

SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested

The **WAGNER**

Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature.

Stocks E. W. Wagner & Co. Bonds
Grain Cotton
Members New York Stock Exchange
Members New York Cotton Exchange
Members Chicago Board of Trade
Continental & Commercial Bank Bldg.

LETTER

Established 32 Years

CHICAGO



Diamond Rubber Belts

The PEOPLE'S CHOICE

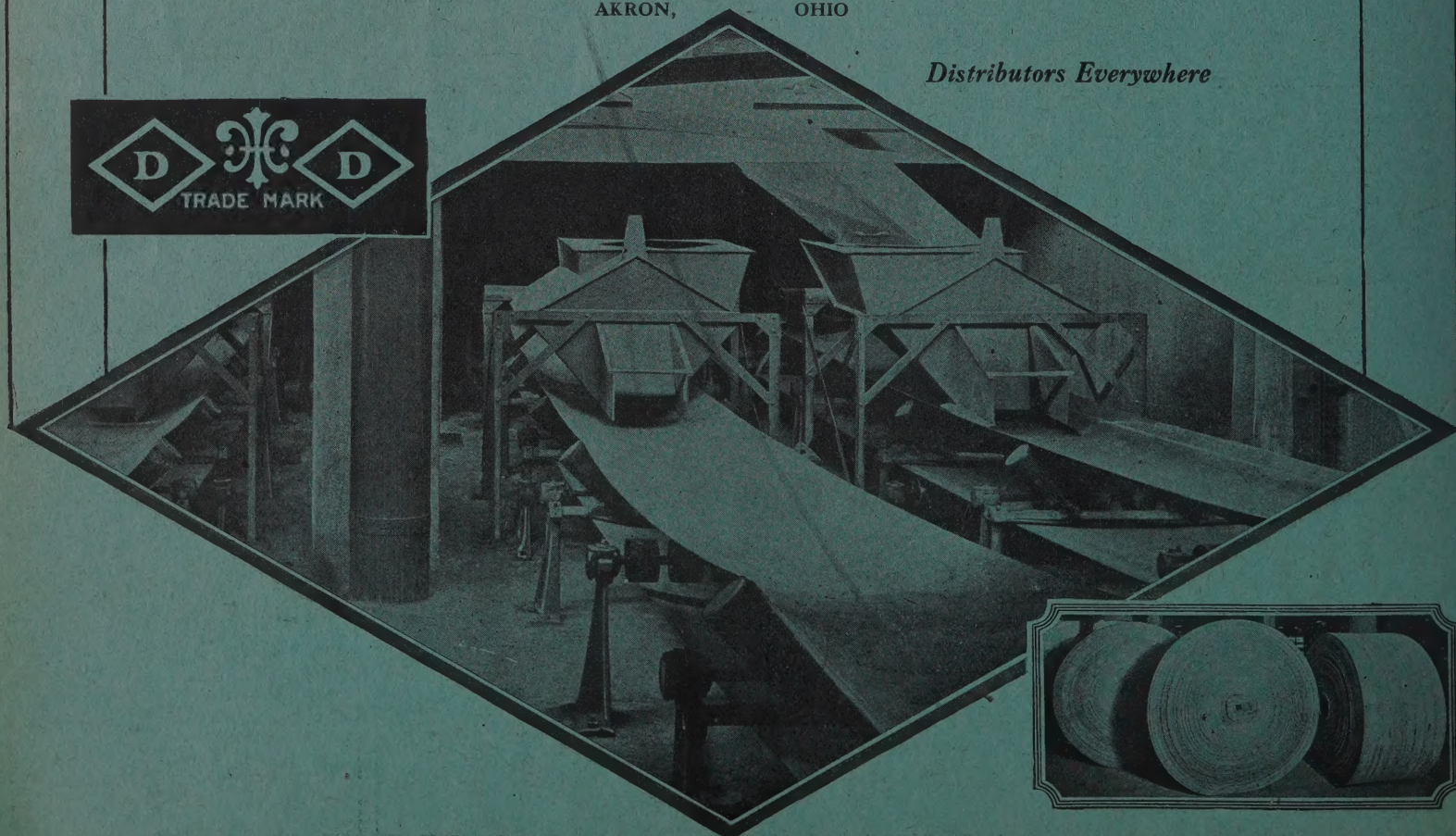
Two years ago, the citizens of a big American Port voted \$8,000,000 to build a municipal Grain Elevator. This year a splendid elevator handles a million bushels of the people's grain. Diamond belts are installed throughout, for the people wanted the best.

Equipped with 13 leg belts and 20 conveyor belts, every day this Diamond outfit carries 120,000 bushels.

Wherever there are big, bustling enterprises Diamond Elevator and Conveyor belts are found. They are the best solution of the task of making your machinery a constantly moving, trouble-free producer of the "staff of life."

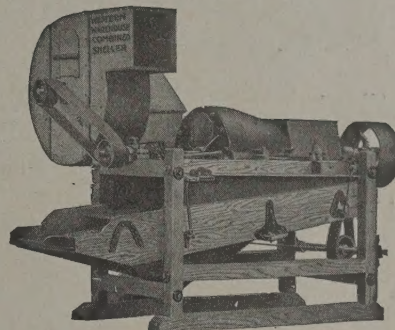
THE DIAMOND RUBBER COMPANY, Inc.
AKRON, OHIO

Distributors Everywhere



PROVED DEPENDABILITY

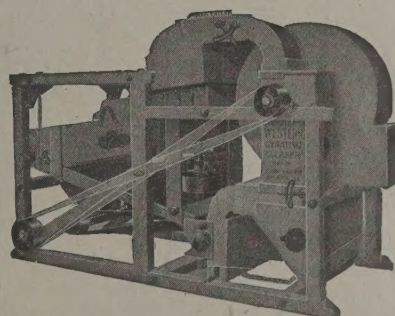
Elevator owners are entitled to every improvement which will help them in the operation of their plants, and Western Machines are being adopted as standard equipment in many of the country's most up-to-date elevators because they possess a degree of efficiency found in no other machinery.



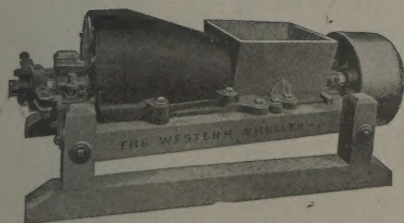
"Western" Warehouse Combined Sheller



Western Machines in your elevator will give you uninterrupted service as the care and attention they require is relatively small.

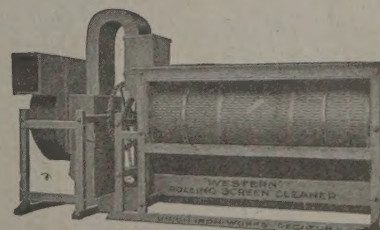


"Western" Gyrating Cleaner



"Western" Pitless Warehouse Sheller

We are amply prepared to furnish anything needed for grain elevators and it will pay you to get in touch with us. Write for our complete illustrated catalog.



"Western" Rolling Corn Screen Cleaner

UNION IRON WORKS

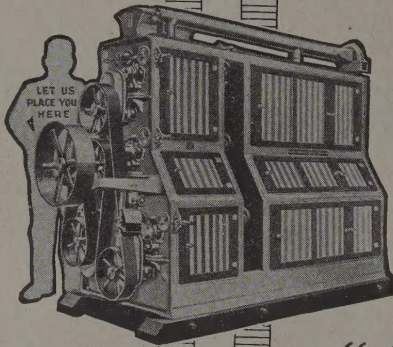
DECATUR - ILLINOIS

Complete Line of Shellers and Cleaners Kept at

1400-1402 West 12th Street

KANSAS CITY, MO.

Here are some of our customers who have bought their second (Midget) Marvel Mill, having to increase their capacity to take care of their trade.



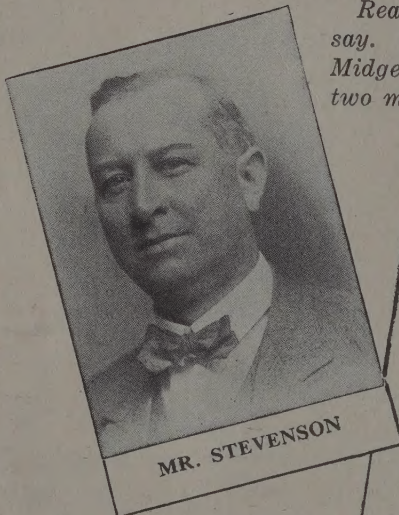
ADLER BROS. (Altoona Feed Mills), Altoona, Pa.
BRAMLETT-BABB MILLING CO., Laurens, S. Car.
CARL BESHONER, Paris, Ark.
CLARK & ADAMS, Vienna, Va.
W. T. DUNWODY, Huntland, Tenn.
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FARMERS' MILLING CO., Etowah, Tenn.
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COMMUNITY MILLING CO., El Paso, Tex.
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R. C. FISHER, Frisco, Tex.
C. H. RAYMOND, Shadyside, Mich.
HOME MILLING CO., Fargo, N. D.

OVER 1600 OWNERS OF AMERICAN "MIDGET" MARVEL MILLS

are proving the efficiency of these wonderful mills, because they are making unusual profits on their investments by making

"A Better Barrel of Flour Cheaper"

Read what Mr. Stevenson of Arcanum, Ohio, has to say. Five years ago he started operating an American Midget Marvel Mill and since that time has purchased two more.



MR. STEVENSON



Requires a Minimum of space, power and labor to operate.

The Small Mill That Will Net You BIG PROFITS

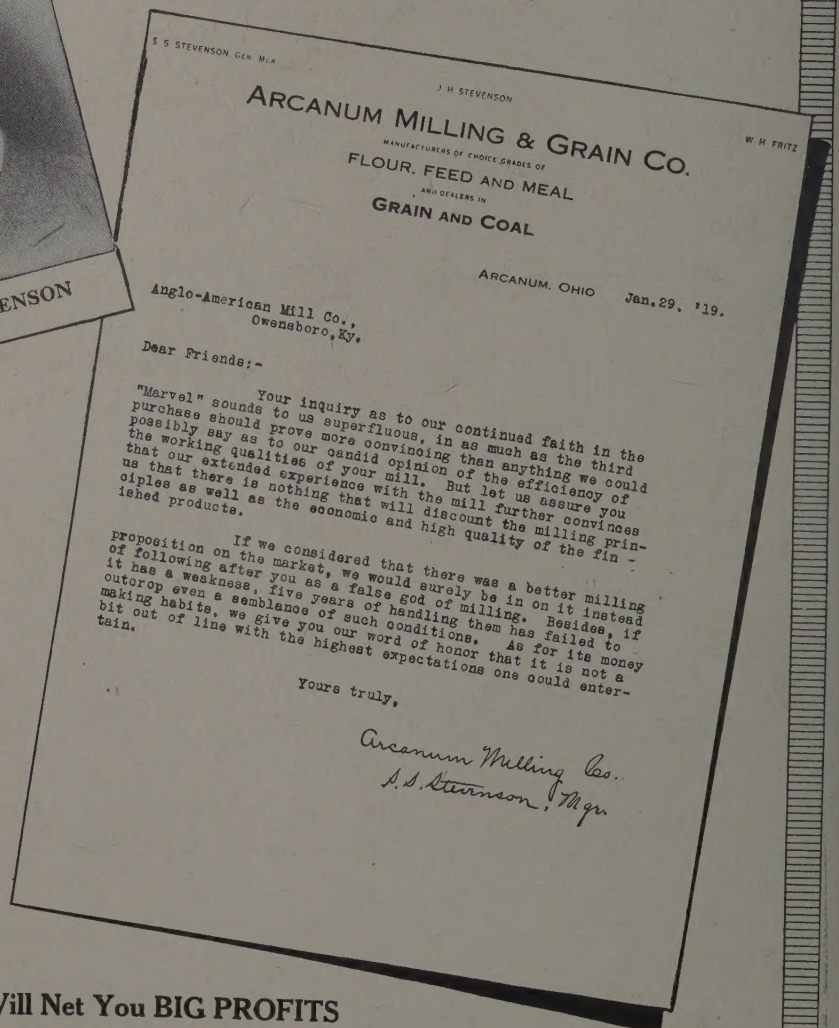
Our prices have just been reduced to peace time basis and in addition we are offering a special proposition for the next two months that will interest you.

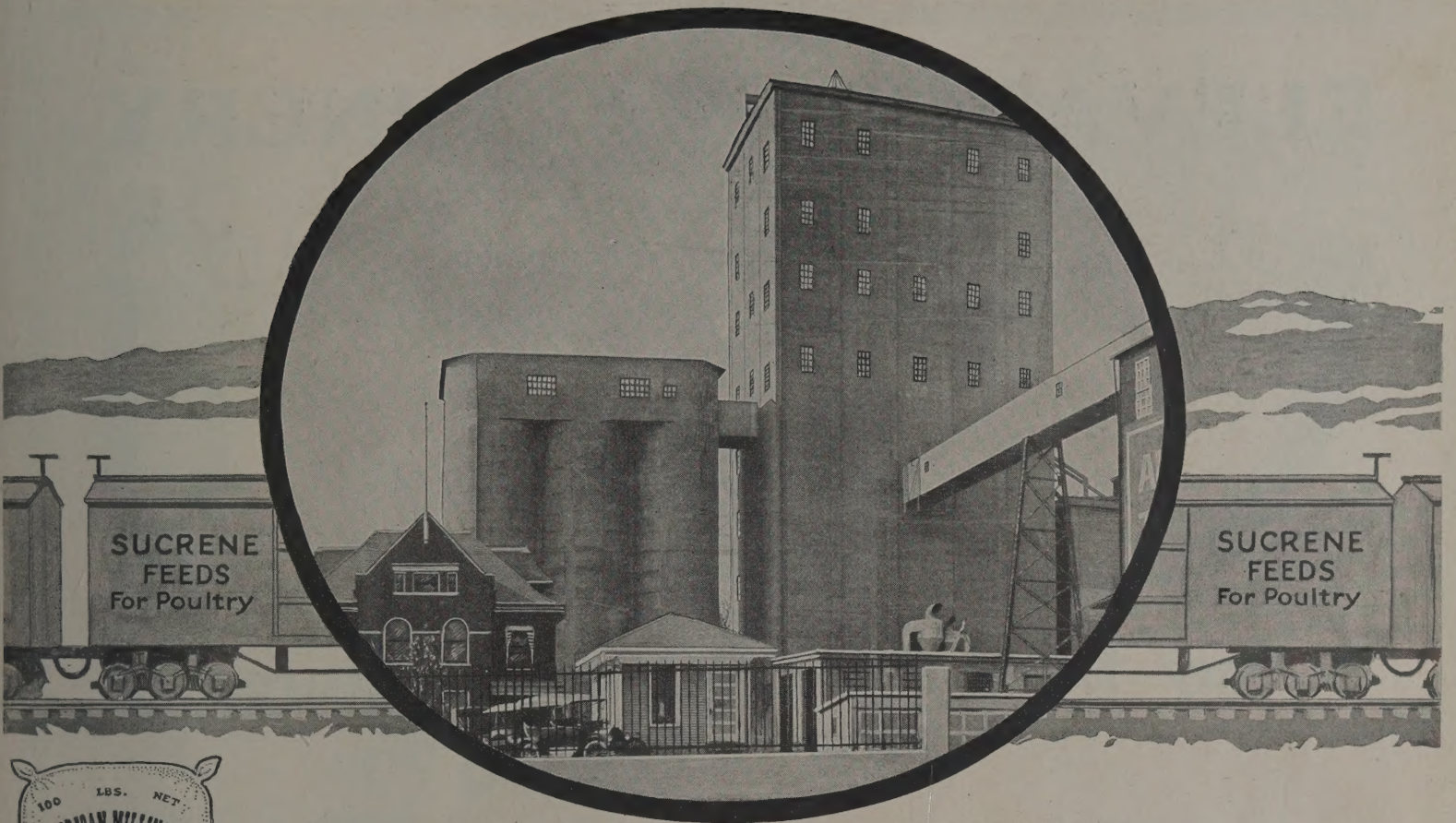
THE ANGLO-AMERICAN MILL CO.

586-592 Trust Building

OWENSBORO, KY.

Meet us at our exhibit at the Community Millers' Convention to be held in Louisville, Kentucky, from May 19th to 24th.





SUCRENE

Poultry Feeds



There's profit in pushing Sucrene Poultry Feeds. Poultry raisers know them and believe in them. More of the big poultry raisers are now buying Sucrene Feeds in large quantities than ever before, because they find these feeds dependable for quality, economy and profitable results.

A Line of "Repeaters" with a Steady "Pull"

The popularity and always-satisfying, superior quality of Sucrene Poultry Feeds gives you a clear field for big sales which competitors can not touch.

There's a Sucrene Poultry Feed for every stage of poultry life, in quality and price to suit every class of trade—which means an all-year-round business:

Sucrene Scratch Feed Sucrene Chick Feed
Cluck Cluck Scratch Feed Tip Top Chick Feed
Tip Top Scratch Feed

We Fill All Orders Promptly

Our 10-cars-per-day capacity for manufacturing poultry feeds, and our big fire proof elevator, were unimpaired by the recent fire and are operating to full capacity.

Wire us for prices today. There is a big advantage in early action.

AMERICAN MILLING COMPANY

Mills:
Branches:

Peoria, Ill.
Philadelphia, Pa.

Owensboro, Ky.
Cleveland, Ohio.

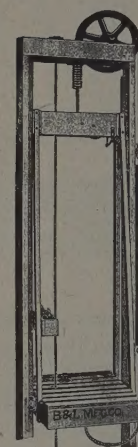
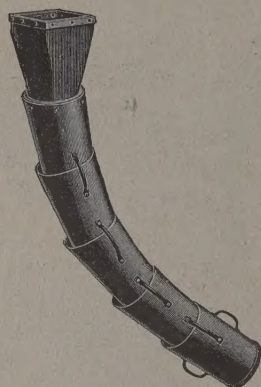
Boston, Mass.

Address Main Office at Peoria, Ill.



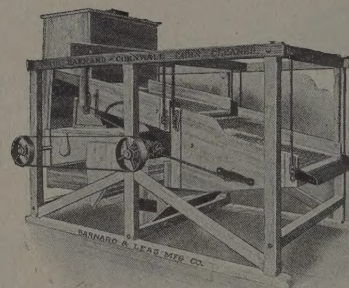
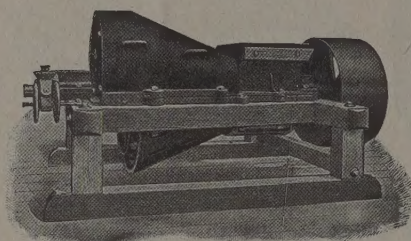
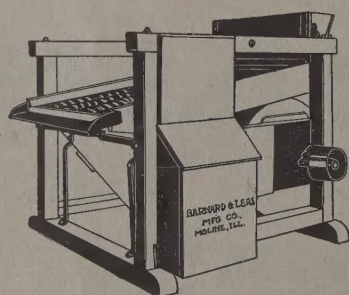
ELEVATOR MACHINERY

Design and details perfected by years of experience. Tools and equipment adapted to the quick and economic manufacture of these specialties.



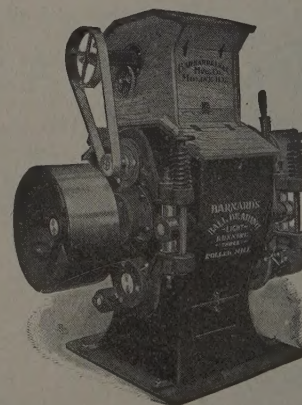
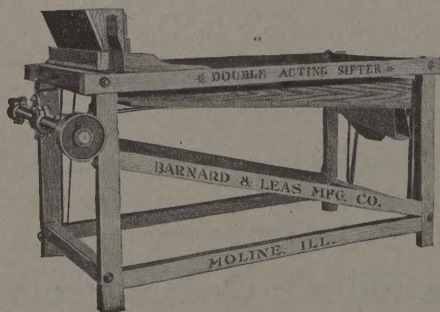
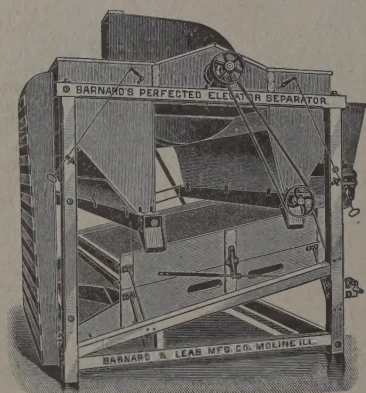
Buy Direct of the Manufacturer

He's the man who keeps the price down



Many Articles Made Not Shown Here

*But will be found in large catalog
Please write for it.*



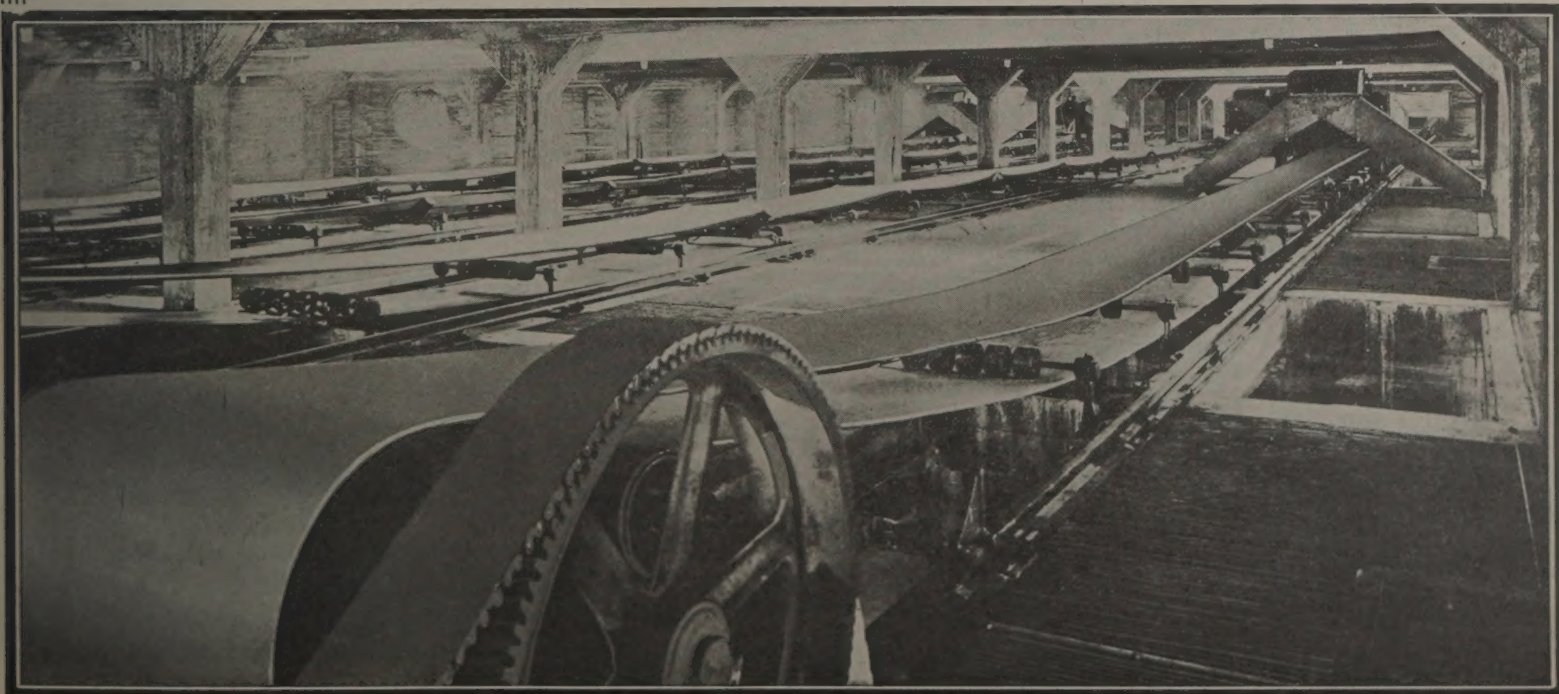
BARNARD & LEAS MFG. CO.
MILL BUILDERS AND
MILL FURNISHERS
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



Conveyor Belts

A United States
Conveyor Belt made
especially for your
type of work re-
duces your tonnage
cost and insures
perfect satisfaction

United States Rubber Company



CINNATI

THE NATION'S HAY CENTER



CINNATI is the ideal center for the hay trade. Railroad facilities could not be better. Trunk lines run from all the adjacent hay growing states to this city, thence lead to the consuming section of the South and East, assuring quick returns and conditions favorable to top prices at all times.

Under the "square deal" plugging system the grade of hay can be established to an absolute certainty. There is no chance of change in the price originally quoted and all dissatisfaction, complaints and subsequent inspections are eliminated. Shippers are protected and get what the hay is honestly worth and all that it is worth.

Look at the map and market your hay through any of the following responsible members of the

Cincinnati Grain & Hay Exchange

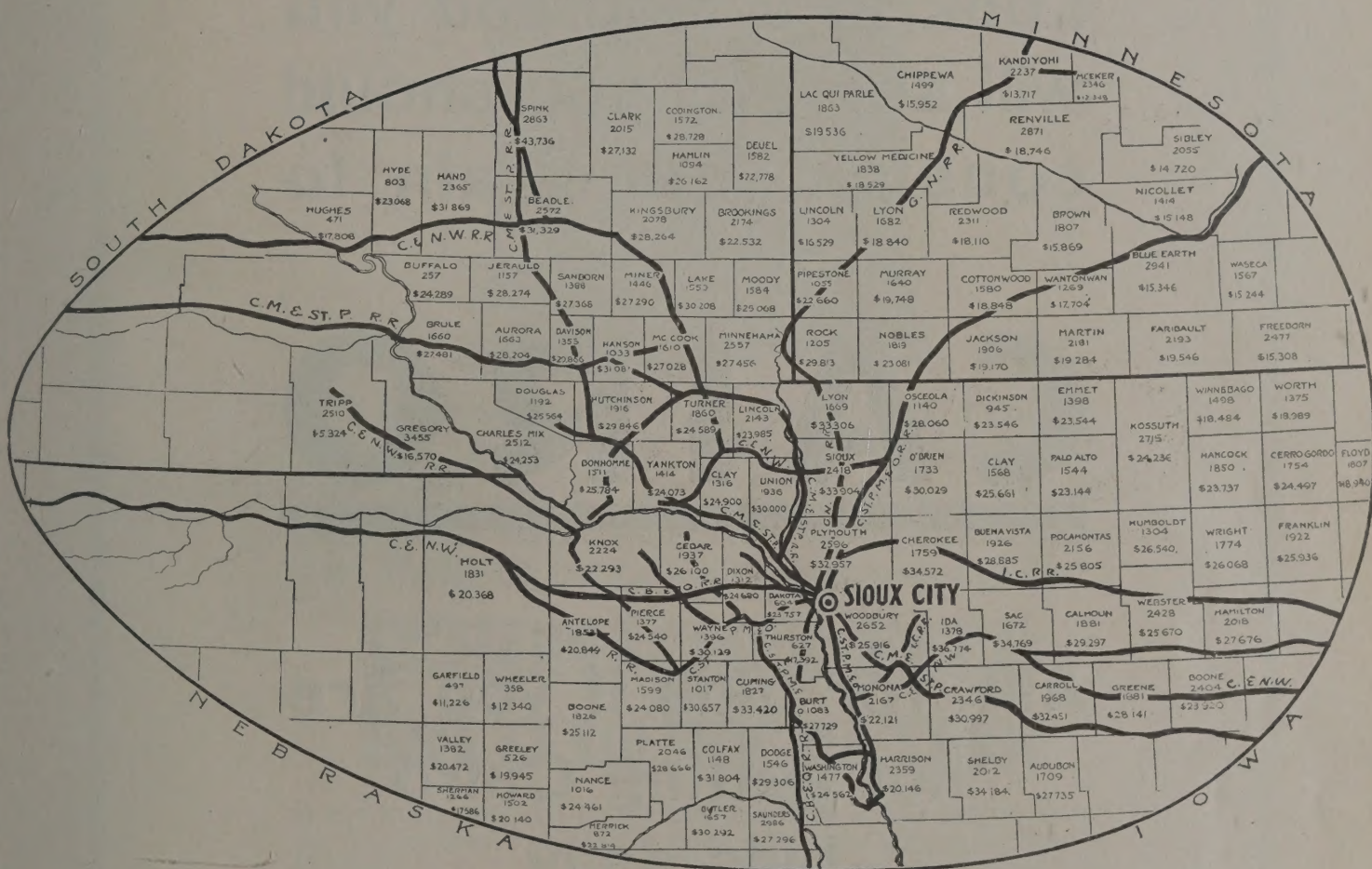
Brouse-Skidmore Grain Co., The
Mutual Commission Co., The
Early & Daniel Co., The
Fitzgerald Bros. Co., The
De Mollet Grain Co.
Eikenberry-Fitzgerald Co., The

Blumenthal, Max
Gowling, Alfred
Costello Grain & Hay Co., The Joseph F.
Gale-McMillen Hay Co.
Dorsel Grain Co., The

Cleveland Grain Co., The
Granger, Dan B., & Co.
Bunting & Hill Co., The
Cross Co., The D. O.
Gray & Co., Ralph
Bender, A.

SIoux CITY

The Center of the
"GOLDEN EGG TERRITORY"



Your Logical Trading Market

THE Sioux City "Golden Egg" Territory, including 37.8 per cent of the Farm Land Acreage of Iowa, Minnesota, Nebraska and South Dakota, raised in 1918, according to government statistics, a total of 718,532,680 bushels of corn, oats, wheat, barley and rye.

Sioux City has eighteen lines of railroads, representing six great systems radiating into this great Grain Producing Section, with an outlet to all the grain markets and consuming sections of the north, south, east and west. This assures quick returns and conditions favorable to top prices at all times.

Sioux City has five large flour and feed mills, and two grain elevators. To this will be added, this season, four grain elevators, of fireproof construction, with a total capacity of about three million bushels.

Sioux City is the fifth Live Stock Market in the United States, which together with its other industries offers a large local demand for hay, grain and feed.

Sioux City has adequate weighing facilities, and an efficient inspection department, sparing no expense to keep its service at the highest point of efficiency at all times.

When shipping or buying that next car of grain, hay or feed, try any of the following firms of the

SIoux CITY BOARD OF TRADE

ARMOUR GRAIN CO.—Grain Consignments.
ACME HAY & MILL FEED CO.—Hay and Mill Feeds.
AKRON MILLING CO.—Feed and Hay Shippers.
BAILEY CO., W. H.—Receivers and Shippers.
BUTTON CO., L. C.—Grain Merchants.
LAMSON BROS. & CO.—Grain.
MCCAULL-DINSMORE CO.—Wholesale Grain.

MILLIGAN CO., C. J.—Wholesale Hay & Alfalfa Products.
QUINN-SHEPARDSON CO.—Grain Commission.
RUMSEY & CO.—Receivers of Consignments.
TAYLOR & BOURNIQUE CO.—Grain Merchants.
TERMINAL GRAIN CORPORATION—Public Elevator.
UPDIKE GRAIN CO.—Grain.
WAGNER & CO., E. W.—Stock, Provisions, Grain, Futures.

**Look at a map and you
will see why you should
consign your grain to**

CAIRO

**Ask for bids if you are
not getting Cairo
bids daily**

H. S. Antrim & Co.

Cairo Elevator & Mill Company

Chas. Cunningham & Son

W. G. Cunningham

Halliday Elevator Company

H. L. Halliday Milling Company

Samuel Hastings Company

Hastings-Stout Company

Magee-Lynch Grain Company

Pink & Co.

Roberts Cotton Oil Company

Thistlewood & Co.

BUILDING BUSINESS FOR FEED DEALERS



We have so successfully met the dairymen's demand for a well balanced carbohydrate and high quality protein ration in these two feeds that dealers who handle them find them to be excellent business builders.

SCHUMACHER FEED AND BIG "Q" DAIRY RATION

bring customers to your store because of the tremendous demand for these result-giving feeds. They have helped 32 World's Champion cows make their World's records—that's why these two feeds are the undisputed choice of leading dairymen.

SCHUMACHER—the world's fastest selling carbohydrate feed and BIG "Q"—the high quality protein feed, enable dairymen to balance the ration for each individual cow with a minimum amount of labor and perfect accuracy.

Write today for our "Business Building Plans for Feed Dealers"—let us tell you about our FREE advertising service that will enable you to "cinch" the feed business in your territory.

114-D

The
Quaker Oats Company
ADDRESS
Chicago, U. S. A.

FUL-O-PEP

POULTRY FEEDS

We have just put out a new line of Poultry Feeds that are proving a sensation in the poultry field: FUL-O-PEP DRY MASH; FUL-O-PEP SCRATCH GRAINS; FUL-O-PEP CHICK FEED; and FUL-O-PEP GROWING MASH.

REXALL

DOUBLE -

Double Service

A CERTAIN famous institution had for years used a well-known fabric belting exclusively. They had used it so long and considered it so satisfactory that they would not change.

But they agreed to test REXALL.

And to their amazement REXALL **double-stitched** Belts wore over twice as long and during its life hauled over twice the tonnage at less than HALF the cost per ton.

The result was that that whole institution today is REXALL equipped and belting now costs them less than half as much as before.

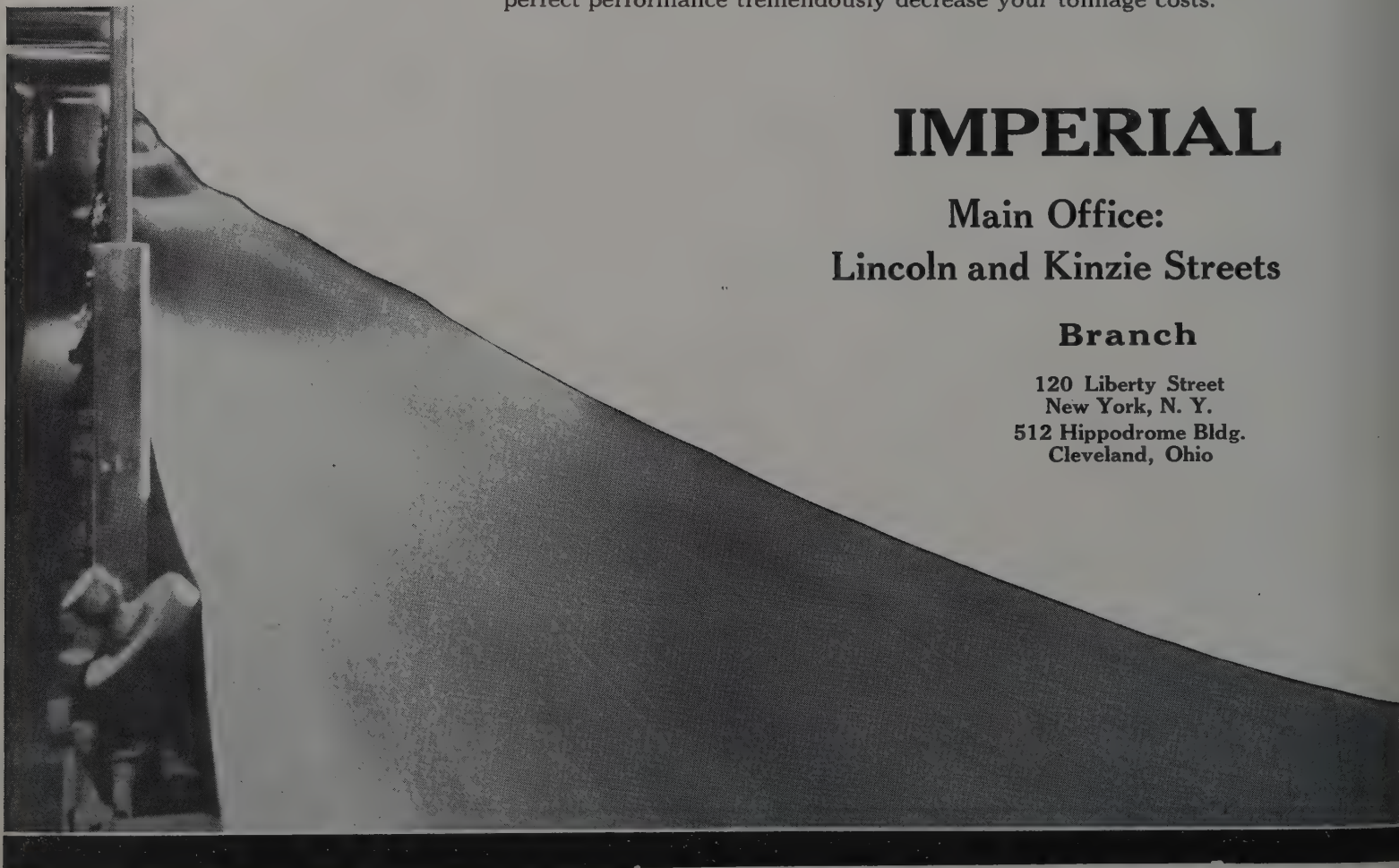
There is no mystery as to how it is done. It costs more to manufacture this way, but it costs you less because REXALL'S longer life and perfect performance tremendously decrease your tonnage costs.

IMPERIAL

Main Office:
Lincoln and Kinzie Streets

Branch

120 Liberty Street
New York, N. Y.
512 Hippodrome Bldg.
Cleveland, Ohio



BELTS

STITCHED

Double Tonnage

THERE are real, sound, definite reasons for this double service. There are no short cuts in the manufacture of REXALL. It costs more to make than do other fabric beltings. We put a cover entirely around REXALL belting—really two belts in one. No dust, dirt, grit or other material gets in there, and the belt will not be worn out from internal wear. Our stitches are shorter and closer together than in other belting.

Most fabric belts are impregnated cold with oil, which is inexpensive. REXALL is impregnated with a specially prepared gum compound, heated to a high temperature. Excessive stretch is eliminated. Others do not go to this trouble to get so perfect a product. REXALL belts of ten inches and up have extra re-inforced stitching at the edges. Where necessary, at the centers extra re-inforced stitches are used.

Let us help you solve your elevating and conveying problems. Our engineering staff will be pleased to assist you in a way which will earn you the biggest returns on your belting investment. This special service obligates you in no way.

BELTING CO.

**Antisulpho
Belts**

are specially im-
pregnated
for bleachery
service.

Chicago

Offices

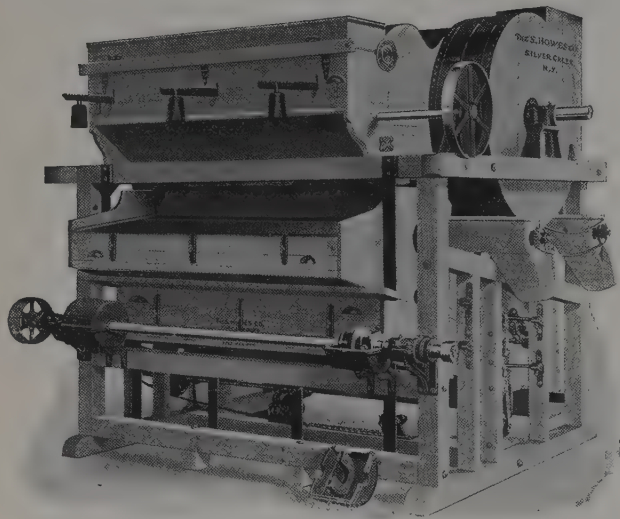
112 Market Street
Pittsburgh, Pa.

924 Kearns Bldg.
Salt Lake City, Utah

205-209 Kresge Bldg.
Detroit, Michigan



**WEARS
OUT
BUT
NEVER
GIVES
OUT**



From a Purely

“RESULTS DELIVERED”standpoint, no machine
quite compares with the**“SERVICE FULL”****“EUREKA”**

It's a really-truly worth-more

GRAIN CLEANER**S. HOWES COMPANY, INC.**

Silver Creek, N. Y.



The “Eureka”

**Compound
Elevator Separator**with Automatic Sieve Cleaners Under Both the Main
and Seed Screens and with Disc-oiling Eccentrics

ASK SOMEONE WHO OWNS ONE

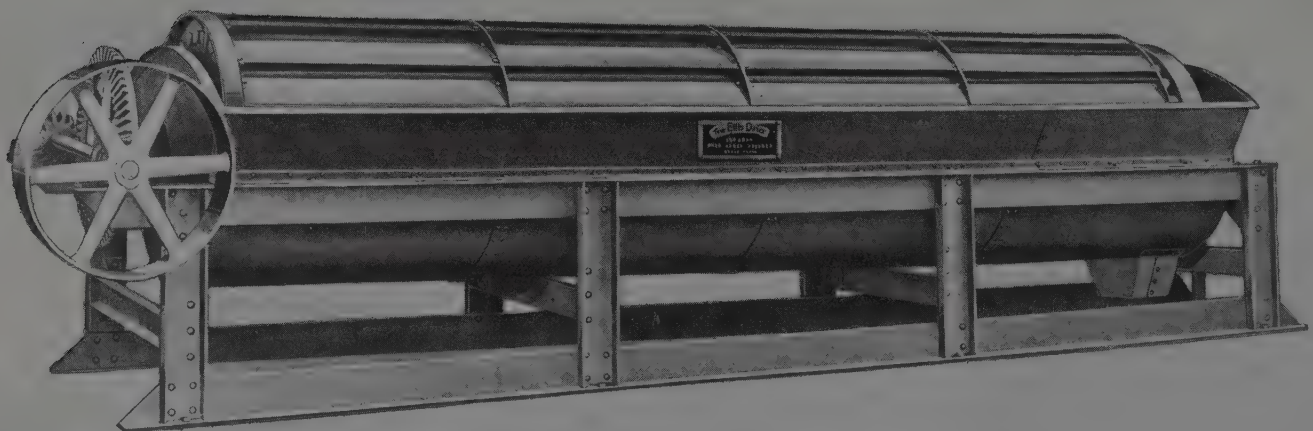
REPRESENTATIVES

William Watson, 415 Western Union Bldg., Chicago, Ill.
Geo. S. Boss, Osborne House, Rochester, N. Y.
J. E. Gambrill, 749 E. Church St., Marion, Ohio.
W. M. Mentz, General Delivery, Sinks Grove, W. Va.
J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.
F. E. Dorsey, 4015 Prospect Ave., Kansas City, Mo.

Grain Driers Rotary Driers

Quality

First-Last-Always

**No. 4 Rotary Drier**
BALL BEARING**THE ELLIS DRIER COMPANY**
CHICAGO, U.S.A.



Canadian Government Railway's Elevator and Gallery System, St. John, New Brunswick.

Recently Completed

Capacity 500,000 Bushels

Designing and Consulting Engineers for Entire Work

JOHN S. METCALF CO., Limited

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, Montreal, Canada 36 Southampton Street, Strand, London, W. C. England 395 Collins Street, Melbourne, Australia 108 S. LaSalle Street, Chicago, Ill.

Reliance Construction Company

Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

BALLINGER & McALLISTER

CONTRACTORS - DESIGNERS
Grain Elevators Ear-Corn Plants

COMPLETE

Unity Bldg.

Bloomington, Ill

L. A. STINSON

CONSULTING ENGINEER

H. E. GODFREY, Civil Engineer

REFERENCES: Some of the biggest and best grain elevator plants in the country

National Life Building

Chicago, Ill.

Grain Driers, General Overhauling and Improvements

CONTRACTORS
FOR

GRAIN ELEVATORS

COMPLETE WITH MACHINERY INSTALLATION

DEVERELL, SPENCER & CO.

Garrett Building

Baltimore, Maryland

BLAYLOCK & KNAPP STEEL CONTRACTORS

Monadnock Block

CHICAGO, ILL.

All classes of Steel and Iron Work designed, delivered and erected complete.

We furnished the steel and iron work for the following recently constructed grain elevators and mills: C. & N. W. Ry. Elevator, Council Bluffs; Kentucky Public Elevator, Louisville; American Milling Co., Peoria; Municipal Grain Elevator, Portland, Ore.; Rosenbaum Bros.' Feed Mills, Chicago, etc.

J. D. McCLEAN & CO.

Designers and Builders of Grain Elevators, Corn Mills, Feed Mills, Truck Scales, Special Machines. We Build on Commission Plan. Do not let your Contract until you write us and get our Proposition—Any Kind—Any Capacity—Vitrified Blocks, 3-inch Stone, Washington Fir, Bins Silo-Style. Write us your wants. Be Sociable.

805 N. PERRY ST.

PEORIA, ILL.

CLEAR the DECKS—Now for 1919



Kansas City Southern Ry. Terminal Elevator

We have never entered into any year better equipped to serve our patrons than 1919 finds us. Our engineering and construction organization is at the top notch of efficiency.

Consult us for large or small elevators, flour mills, warehouses, etc., etc.

We build in concrete or wood.

Burrell Engineering & Construction Co.

WEBSTER BUILDING

CHICAGO, ILL.

It Will Last

Reinforced concrete. Built for heavy floor loads.
Uses the daylight. Tracks arranged right.

"Macenco Results"



1500 barrel Mill, 300,000 bushel Elevator and
500 H. P. Diesel Power Plant of the Kansas
Flour Mills Company, Great Bend, Kansas.

Macdonald Engineering Company

53 West Jackson Boulevard
CHICAGO

FOLWELL-AHLSSKOG CO.

Engineers and Contractors

*Designers and Builders
OF*

Grain Elevators, Flour Mills, Industrial Plants, and other
Engineering Works



PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine
Tower. Reinforced Concrete. Latest improvements. Write us for
designs and estimates.

2051-6 McCORMICK BUILDING, CHICAGO

MORE STORAGE

The biggest wheat crop in history is
practically assured for 1919. Are your stor-
age facilities sufficient?

The Polk Genung Polk Company will
build for you on contract the best monolithic
concrete storage possible, or will sell you
POLK SYSTEM equipment so that you can
build bins as your needs grow.

Polk System grain tanks are by far the
best that can be built. Let us know your
needs and your plans. We will submit
propositions that will more than please you.

Don't put it off.

Polk Genung Polk Company

706 Fisher Bldg.

CHICAGO

Factory Office
Fort Branch, Indiana



PETERBORO ONT. PLANT THE QUAKER OATS COMPANY

DESIGNED AND BUILT BY
CANADIAN LEONARD CONSTRUCTION CO., LTD.



LEONARD CONSTRUCTION COMPANY
ENGINEERS and
CONSTRUCTORS

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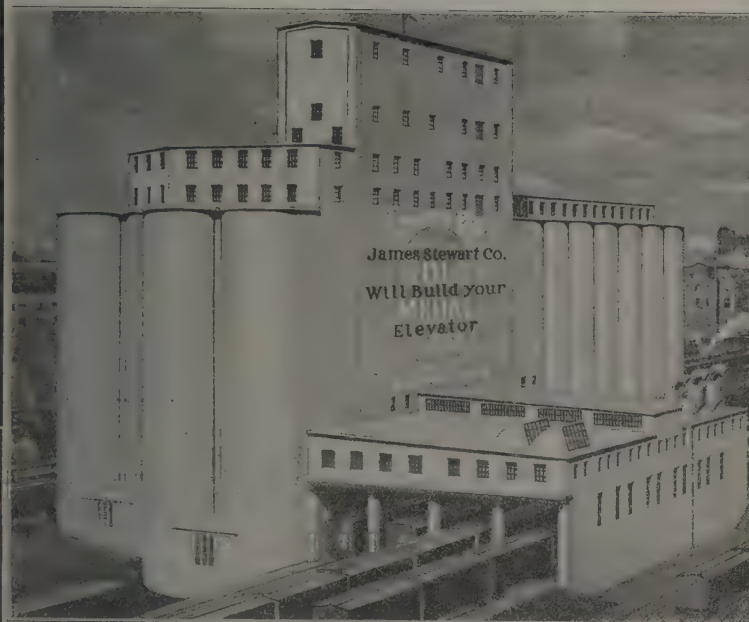
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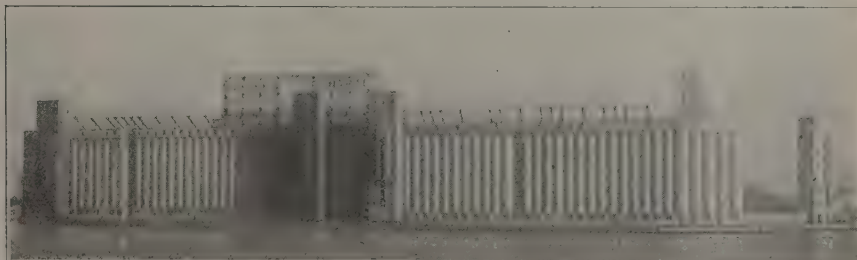
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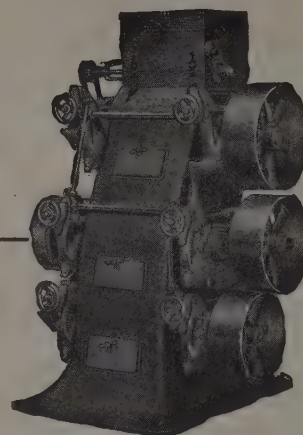
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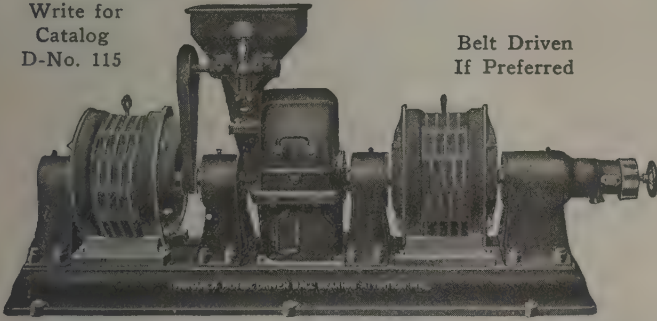
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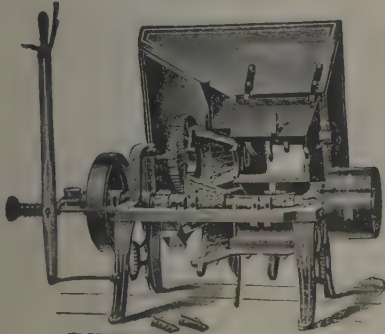
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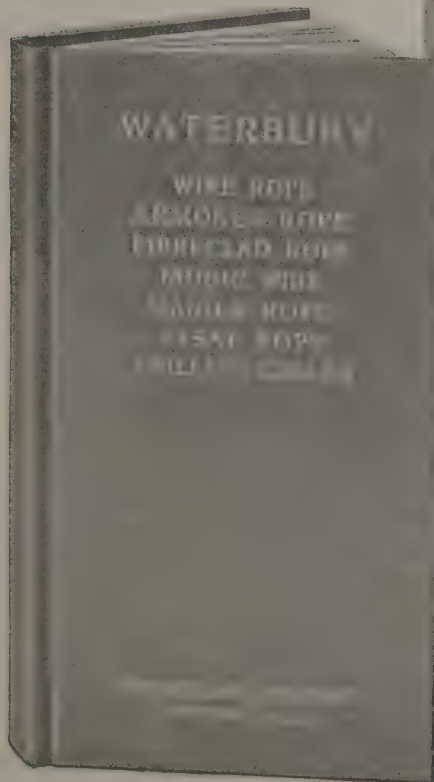
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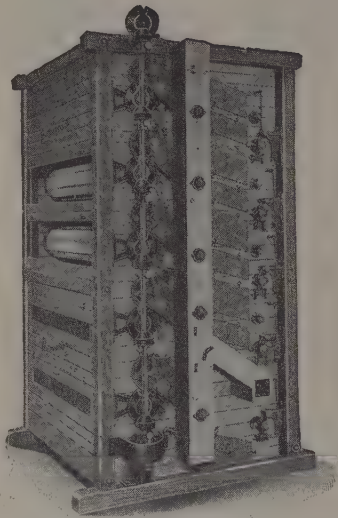


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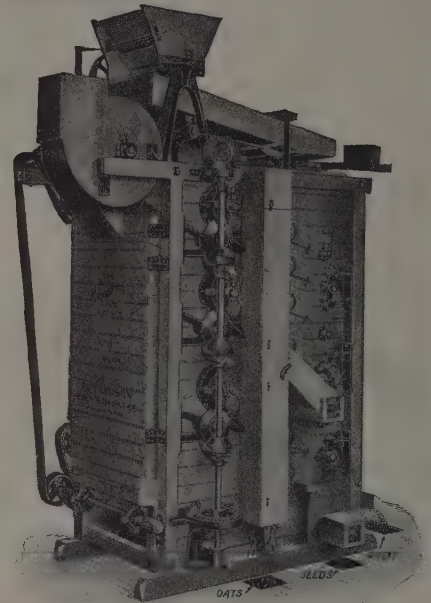
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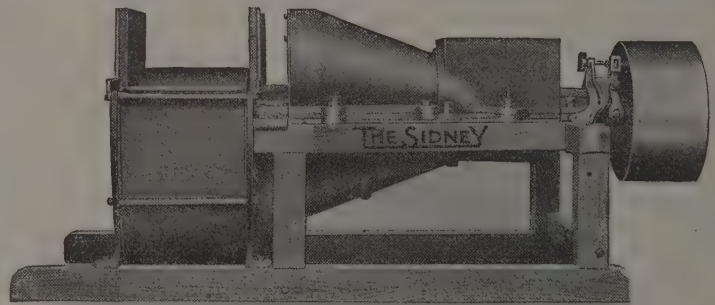


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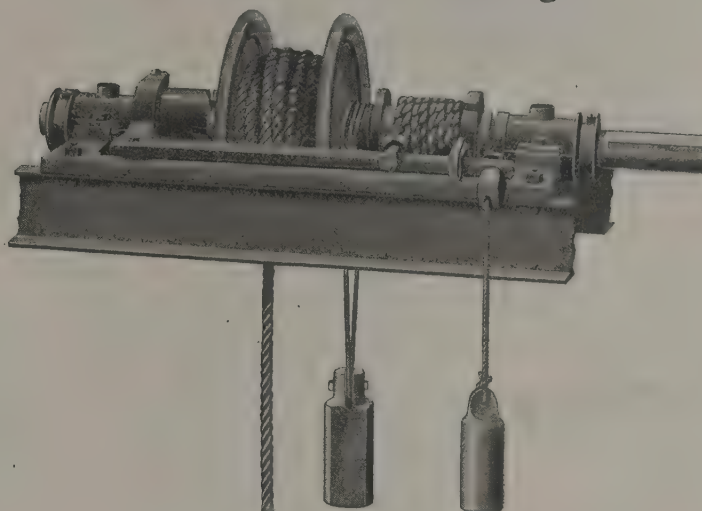
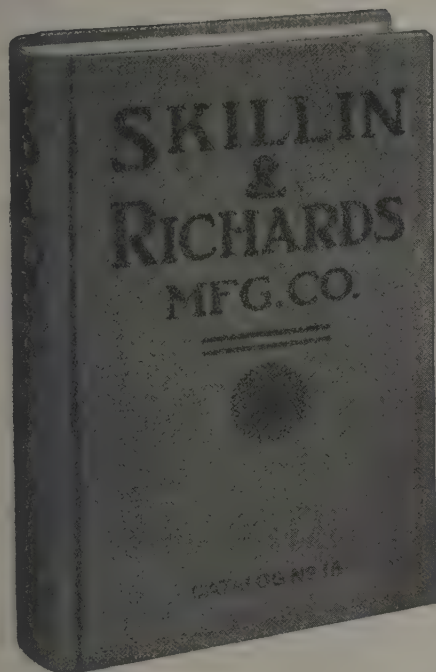
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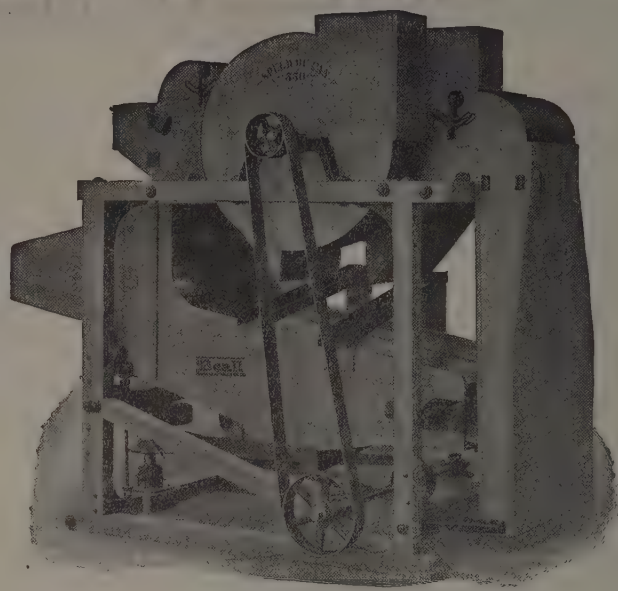
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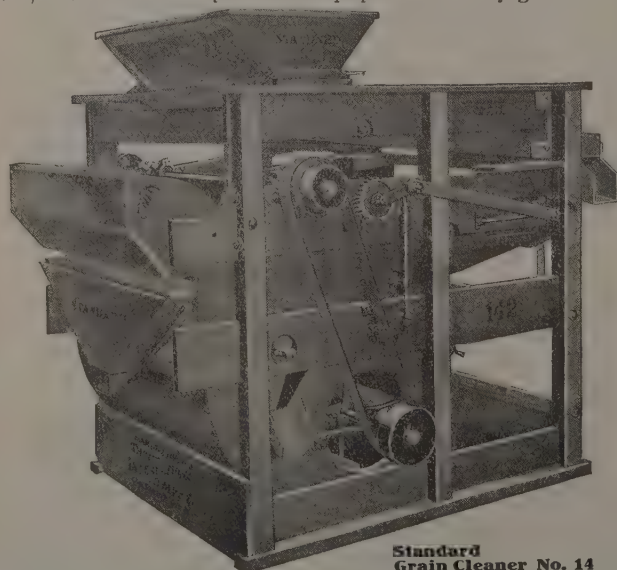
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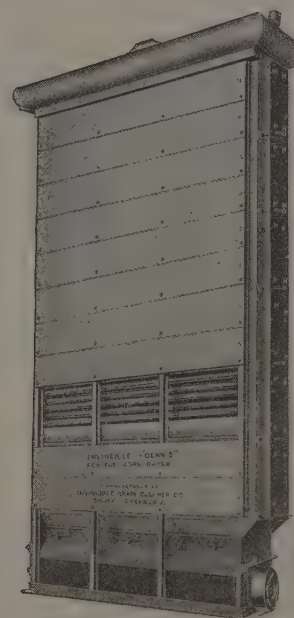
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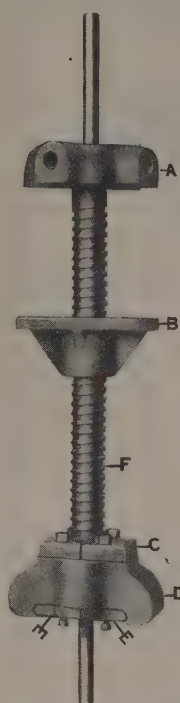
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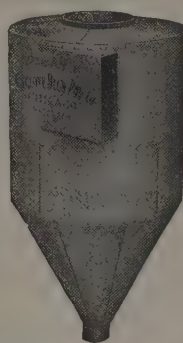


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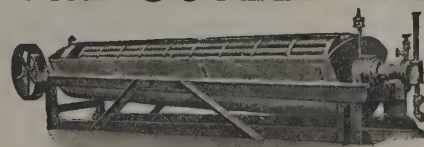
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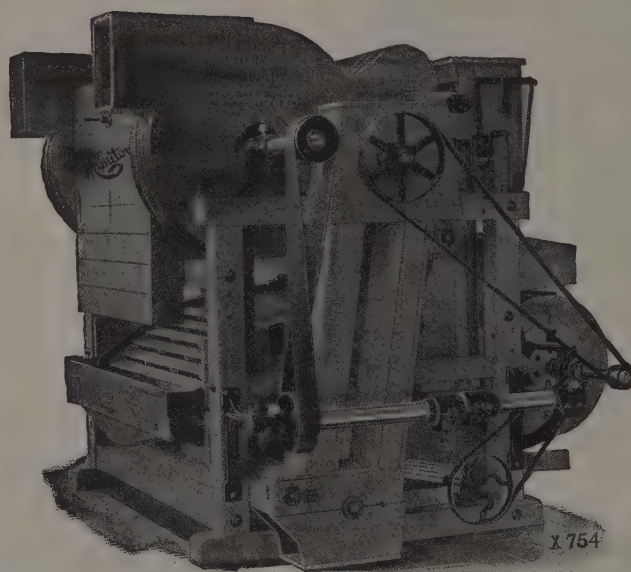
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NO. 10

Port of Astoria Makes Strong Bid for Northwest Grain

The Oregon Port at Mouth of Columbia River Completes Large Elevator Which was Planned in 1913—Facilities and Equipment Give it Great Prominence

BEATING Portland in the race to provide Columbia River ports with modern facilities for shipment of grain overseas, either in bulk or sacks, Astoria steadily and without flourish of trumpets has carried to completion important work to entitle the lower Columbia River port to rank as one of the foremost grain exporting points on the Pacific Coast. As a result of the improvements made by the Port of Astoria the new bulk grain elevator and warehouse are filled with wheat from the Inland Empire waiting export to remote markets.

This is the beginning of the routing of much of the grain from the interior of Oregon, Washington

merce where rail meets sail. Adequate freight terminals, modern devices for handling cargo to and from ships, ample berthing space for vessels at pier slips, warehouse accommodations and up-to-date grain bins and an elevator constitute the improvements made in this wonderful fresh harbor down by the sea.

About two years ago the Interstate Commerce Commission decided that Astoria was entitled to terminal railway freight rates on a parity with the favored ports of Portland, Puget Sound and San Francisco.

The Columbia River is 500 miles nearer to Japan and the coast of China than is San Francisco. The

equipped with workhouse machinery for cleaning and scouring grain, capable of handling two full carloads each 15 minutes. The grain elevator has a capacity for 100,000 bushels, and is fully equipped with mechanical devices for all needs.

An enclosed warehouse, built of hollow tile, covers four acres of space, and is capable of storing 1,000,000 bushels of sacked grain. The wharf of Pier 1 has over a mile of docking space in a minimum depth of 30 feet of water at low tide. Coal bunkers have 175 tons capacity hourly, and storage is available for 20,000 tons for ship fuel.

The site for this plant was acquired by the Port of Astoria Commission in 1913. The Commission



NEW MUNICIPAL ELEVATOR AT ASTORIA, ORE., BUILT BY THE PORT OF ASTORIA COMMISSION

and Idaho and as far back as the crest of the Rocky Mountains, in Montana, via the Columbia River water grades and transshipment by water carriers through the Panama Canal to the Atlantic and Gulf Seaboards as well as for export to foreign ports. Gradually there will be less of the grain of the Pacific Northwest moved overland by rail to Atlantic, Great Lakes and Gulf ports. Expansion of America's merchant marine as a program of the reconstruction period after the war is relied upon to stimulate this commerce, the possibilities of which are of huge proportions.

Backed by a united public sentiment, the Port of Astoria Commission has achieved a triumph in providing facilities to meet the demands of com-

Panama Canal is distant 290 miles less than is Seattle and Sitka, Alaska, is only 70 miles farther away than is Tacoma. The channel at the entrance to the Columbia River is 41 feet in depth.

Supplementing what nature has made for the Columbia River as a channel of world-wide commerce, reaching back to the interior a navigable distance of 480 miles to Lewiston, Idaho, the Port of Astoria Commission has provided modern terminal facilities unsurpassed, authorities declare, by any fresh water harbor in the entire world.

Built of reinforced concrete, the bulk grain bins at Astoria have a capacity of 1,200,000 bushels and are among the largest on the Pacific Coast. They have both rail and water connections and are fully

is a municipal corporation, supported by taxation, and they engaged the designing engineer of the Port of Astoria, R. R. Bartlett, to plan the work. In 1917 the warehouse and workhouse were built, the storage tanks and new elevator were completed last fall.

The entire plant is built of reinforced concrete resting on a pile foundation. Each storage unit is built of reinforced concrete, and has eighteen full-sized tanks 22 feet 8 inches inside diameter, and 76 feet deep. There are 10 interstice bins and four end bins in each unit, making a total bulk of approximately 520,000 bushels for each unit, or a total storage of more than 1,000,000 bushels. There are two conveyor tunnels running longitudinally under the

tanks. The center row of tanks have outlets for discharging on either one of the discharge belts. This allows a certain amount of mixing to be done as the wheat is drawn from the tanks. These discharge belts extend through and into the new work house, and deliver directly into the boots of the two large elevators which elevate the grain to the working bins for conditioning purposes. The same belts and elevators being used for shipping out. Grain can also be taken from the storage tanks and carried over the tanks to the sack handling house, if it is desired to sack grain which has been held in bulk storage. Such grain after having been graded and sacked would be conveyed directly to Section 5 or 6 of the warehouse over a sack conveyed from the warehouse to the elevator for grain held for shipment. This same sack conveyor is so arranged that sacked grain which has been received and placed in storage in the warehouse can be conveyed from the warehouse to the elevator for conditioning or carried through to the bulk loading belt and be loaded out in bulk.

Ample railroad trackage for car storage and handling is provided on either side of the plant with receiving hoppers spouting directly from the hoppers to the elevator boots. These elevators have a capacity of 5,000 bushels per hour and elevate directly to the receiving scales from which the grain is dropped into the working bins and distributed as required. In addition to the receiving hoppers placed in the new work house there are four hoppers in the present elevator which make it possible to unload from six cars at the same time.

The charging belt for the tanks is placed in the head house over the tanks. Trippers are located over each unit of storage for discharging into the various tanks. The tripper over unit number one is a four pulley reversible tripper, allowing grain to be drawn from either the new work house elevators or from the old elevator.

The receiving scales are standard hopper scales of 1,600 bushel capacity draft. Two thousand bushel garnerers located directly over the scales receive the grain from the elevators and discharge through four gates each into the hopper of the

horsepower. Transmission is partly by chain and partly by belt drives.

During its first season last fall the plant handled over 1,000,000 bushels of wheat and it is expected that this year many million bushels of wheat and considerable barley and oats will pass through the house.

ELEVATORS OF THE FAR NORTH

BY EARLE W. GAGE

The American grain trade is steadily creeping into the upper stretches of the North American continent. In the Peace River district of Western Canada, approximately 500 to 700 miles north of the International boundary line, we find elevator after elevator under construction to care for the increased crop. Here we find the most northern grain trade belt of the continent.

This great district is certain to become one of the great grain growing sections of the world, especially noteworthy in American trade. It includes 115,762 square miles, or 74,087,680 acres, divided between its territory lying in northern British Columbia and Alberta, the greater portion lying in the latter province, the central and southern sections of which are already famous for grain culture. To this must be added an area of 3,500,000 acres of land known as the Peace River block, lying within the province of British Columbia. The balance of the land in this province is mountainous and of a mineral character.

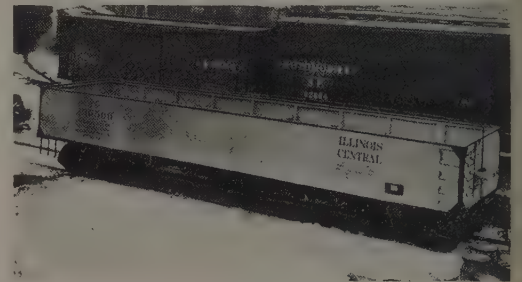
This great region had been remote from the world until the completion of the railway from Edmonton, some 300 miles to the south, and today enjoys a traffic which promises quick dispatch for the grain. The line will soon be extended through the upper Rockies, thus providing a most desirable outlet to Pacific Coast ports for grain for export.

Grande Prairie is a typical new grain country, where are found three elevators, two of which are shown in accompanying illustration, and a flour mill, which is the basis of a new trade in cereals certain to play a most important part in the future trade. Lying about this center are 2,000 square miles of

1917, and created wide interest. The long haul and high freight rates were overcome by the high price prevailing at the time. The northern trade, rapidly expanding, will provide markets for many years to come.

A CONCRETE FREIGHT CAR

"Concrete for Permanence" has become a familiar phrase in the last few years, and the grain dealer does not need to be told of its virtues—thousands of new elevators of all sizes testify to his appreciation of its worth. Now comes another use for concrete which will appeal to the grain



CONCRETE GONDOLA CAR BEING TESTED IN SERVICE

dealer. While it is still in the experimental stage its possibilities and advantages from the standpoint of the shipper of grain, seem very great.

On March 21 the first reinforced concrete freight car was inducted into actual service on the Illinois Central Railroad at Chicago. The car is designed and patented by Joseph B. Strauss and built by the R. F. Conway Company of Chicago.

The basic feature of the design is a steel skeleton body mounted on a steel underframe, with the concrete walls contained within the skeleton body. The body underframe and floor reinforcement are so interlocked that the draw bar pull is distributed through the car body without overstraining the concrete. The weight of the car complete is 53,600 pounds, which can be reduced to around 47,000 pounds when proper steel sections are available.

The car stood a test load of 130,000 pounds of sand with very gratifying results. Also yard collision tests have been held in which the car stood up against all-steel cars without perceptible damage.

At present the car is under severe operating tests in coal service in Illinois. When these are concluded it will be tried out on other classes of material until its merits or demerits are thoroughly proven. The builders are entertaining no illusions, they propose to put the car under every possible working test before making positive claims for it.

While this first concrete car is of gondola type, the plans are ready for building standard box cars along the same lines. Should the latter prove successful, their advantages for grain shipment, particularly from the standpoint of leakage losses in transit, are so obvious that enumeration of them is unnecessary. Such cars will be waterproofed to eliminate sweating.

INCREASING MEXICO'S WHEAT ACREAGE

An effort is being made by the Mexican Department of Agriculture to bring about a big increase in the wheat acreage of Mexico. Steps have been taken to introduce new varieties of the grain from the Argentine, United States and Egypt. Already two shipments of seed wheat have arrived from Egypt and are being distributed among farmers in the regions where the growing of wheat may be successfully carried on. In the higher altitudes, particularly around Saltillo, wheat has long been one of the staple crops. The lack of modern methods of growing and harvesting the grain, however, has retarded the industry. The government has recently sought to interest the farmers in the use of tractors, threshers and harvesters in the handling of their grain crops.



ELEVATORS AT GRANDE PRAIRIE IN NORTHERN ALBERTA

scales. A 20-inch diameter telescoping trolley spout connects the discharge gates on the scale hopper to the various work house bins.

Both work houses are equipped with Humphrey's Employees Elevators, stairways and abundance of room has been provided for working in and around the machines, and to accommodate additional equipment.

The loading out conveyor connects with the new work house and conveys the grain from the loading out bins on a 36-inch belt conveyor to the water front in slip No. 1, at a capacity rate of 15,000 bushels per hour.

The machinery equipment consists of five Monitor Separators with a total capacity of 5,800 bushels per hour; three Eureka Scourers of 1,600 bushels capacity; two 1,200-bushel Wolf-Dawson Dryers; power shovels; sacking machines; hoists, etc. All the spouting is of steel.

Power is furnished by General Electric and Westinghouse Motors with current from a central plant. There are 14 individual motors, developing 670

as fine wheat land as lays out-of-doors. The surface of the soil is gently sloping or rolling, with a deep, fertile, black loam on a clay subsoil. One farmer harvested 500 acres of wheat here the past season.

Fort Vermilion, 600 miles north of the United States, can, without fear of dispute, claim the farthest north flour mill in North America. This is a modern 50-barrel roller flour mill, steam driven and electric lighted. The Lawrence and Jones farms have for a score of years been growing wheat and oats, and for a quarter of a century this remote region has successfully produced wheat. On the Sheridan Lawrence farm a stone flour mill has been in operation for over 20 years, and a new roller mill was recently installed. Flour made from wheat grown in this district has been supplied to the northern trade continuously, and great quantities were disposed of to the Klondike miners during the rush of '98. A shipment of 9,000 bushels of wheat was made from the Lawrence farm to Fort William, at the head of the Great Lakes, in the spring of

A One-Man Elevator in Oregon

New 100,000-Bushel Plant at Ione Has Many Features of Interest—May be Operated Entirely from Work Floor.

WHEN the agitation for bulk handling of grain on the Pacific Coast was started, country shippers and terminal houses passed the buck back and forth as to which should start building elevators. In the Northwest the solution has been found in the great terminal houses at Seattle, Portland and Astoria, the plans of which were not dry from the designer's pen before country elevators began to spring up throughout the territory. When the terminals were completed there was bulk grain waiting in the interior plants, so that the two have dovetailed together at every stage. All that was needed was initiative in one spot and the thing was done. And in the country as well as at the ports it has been done well, as witnessed by the plant of the Farmers Elevator Company at Ione, Ore.

This elevator building of reinforced concrete and steel, in main part, is of the most modern fireproof construction with cement plastered driveway and office attached.

The dimensions of the building are 33 feet 6 inches by 62 feet on the ground and 124 feet in height over all, divided into 20 bins of various shapes and sizes.

In designing this building the Frank C. Burrell Company of Portland, Oregon, used great thought. The bins are so arranged as to allow an unobstructed work floor 12 feet by 33 feet, extending from driveway to track side; this floor is on the

At the time of construction the forms of the entire building were set and proper arrangements were made so there needed to be no stop from the time the form started to slip (continuously moving) until the top of bins had been reached and all floors between were taken up as the form passed, making the entire building one unit.

The cupola is so designed as to be built by the same method (sliding forms), all beams and girders being shaped and formed in at one time and dropped at the proper time until the top has scaffolding and girders same making the entire roof in one unit, an

and all forms start—beams and girders places and a continuous reached. The forming support for cupola and concrete extension of the tanks.

There was great care used in the lighting and ventilating system, windows and doors being placed so as to create a draft



PLANT OF FARMERS ELEVATOR COMPANY, IONE, ORE.

through the building, keeping it free from dust, if operator will attend to the opening of same in proper manner.

The overhead bin arrangement is worthy of note, in that it gives the operator a great deal of ease and comfort, light and ventilation where the most of his work is to be performed.

The equipment of the building is as follows: Fairbanks Type "Y" 25-horsepower Oil Engine driving to main line shaft over office, then through to counter main line shaft located in well hole by means of belt, from there by means of rope transmission to cleaner line shaft, and from there to cupola main shaft, coupled to head shaft proper by means of silent roller chain.

The No. 8 Invincible Compound Separator, 2,000 bushels' capacity per hour, located second floor over driveway and indicated on the elevation plan by B, is driven by means of belt. There is a belt conveyor in tunnel extending across under street to old warehouse where wheat in sacks is stored, also a conveyor from receiving sink at track for unloading cars, these conveyors are driven by means of electric motors. Three stands of elevator legs, 2,000 bushels' per hour capacity each, equipped with Salem Buckets. The two loft leg casings were built of concrete at the same time the building was poured and the cleaner leg is of No. 1 clear fir. The combined receiving pits will hold more than 2,000 bushels of wheat. The main shafting is all 2½-inch running in ring oiler bearings, all of extra heavy pattern.

The arrangement of all machinery and equipment is so as to allow operator to handle grain direct from wagon through stub leg to garner over

cleaner, through cleaner, separating and distributing clean grain and screenings as he sees fit, through No. 1620 Fairbanks Hopper Scale, C, located on floor below cleaner and over driveway to either loft leg, to any of elevator bins or to 1,000-bushel garner over 1,000-bushel No. 1711 Fairbanks Hopper Scale, A, which discharges to a spout leading direct to the car, or he may receive from wagon, car or warehouse, elevate, clean and load. At the same time exceptional care has been used to keep all spouts inside of building and having the spouting crossed to all bins from either leg, and the entire plant being operated from the work floor, with the exception of the necessary inspection trips which are made on an all steel manlift.

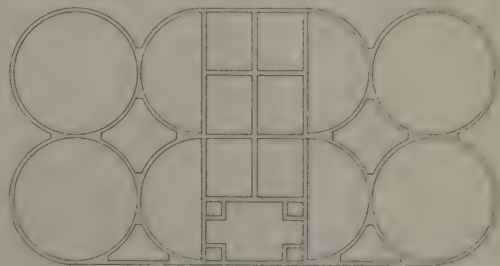
The Fairbanks Wagon Scale, 10x16 feet, is under the driveway, D, the dump pit being indicated by E, and the conveyor tunnel by F. The operating floor is indicated on the plan by O, and the work floor by W.

The building was designed to bring out architectural lines of beauty in place of the usual permanent eyesore in the community. Frank C. Burrell Company also used great care in the interior design of this plant with the view toward possible future enlargement. They have succeeded in designing and building at Ione, Ore., a strictly modern 100,000-bushel, one-man, reinforced concrete grain elevator at a reasonable cost.

NOTICE TO SHIPPERS OF SHELLED CORN

On July 15, 1918, the United States Department of Agriculture and the United States Railroad Administration issued jointly a notice to shippers of shelled corn regarding loading of cars. The purpose of the notice was (1) to withdraw advice given by the Department of Agriculture prior to our entrance into the war, contained in a poster, headed "Get High Grades for Your Corn," in which it advocated the loading of shelled corn not higher than within 30 inches of the roof of the car; (2) to indicate to shippers the urgent need for maximum utilization of cars, due to war conditions, and solicit their cooperation to this end by suggesting that cars be loaded with shelled corn in a manner which would permit not more than 18 inches between the top of the grain and the roof of the car.

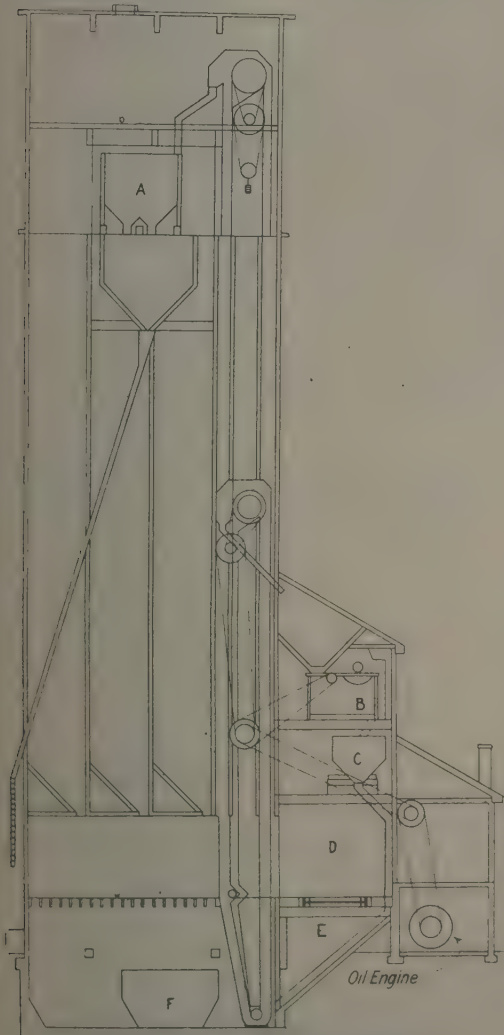
Now that the war is over and in view of the United States Grain Standards Act and the rules and regulations thereunder, which require correct and accurate sampling of corn which is to be inspected and graded, the notice dated July 15 is hereby suspended. It is still urgent, however, that the full cubical capacity of cars be utilized, provided the total weight does not exceed the maximum load authorized for such car. The full cubical capacity will be considered utilized when cars are loaded so as to permit an average of 24 inches of space between the top of the grain and the roof of the car. In fixing this space at 24 inches, consideration has been given to the fact that grain settles in transit. It is believed that proper loading at shipping points as provided for herein will



SECTIONAL PLAN OF ELEVATOR ABOVE WORK FLOOR

permit sufficient space for sampling at destination.

Inspectors, warehousemen, merchants, millers, and other persons interested are urged to cooperate with the Department of Agriculture and the Railroad Administration in making this notice effective, and grain exchanges, boards of trade, and grain dealers' associations and societies are asked to bring this notice to the attention of their members.



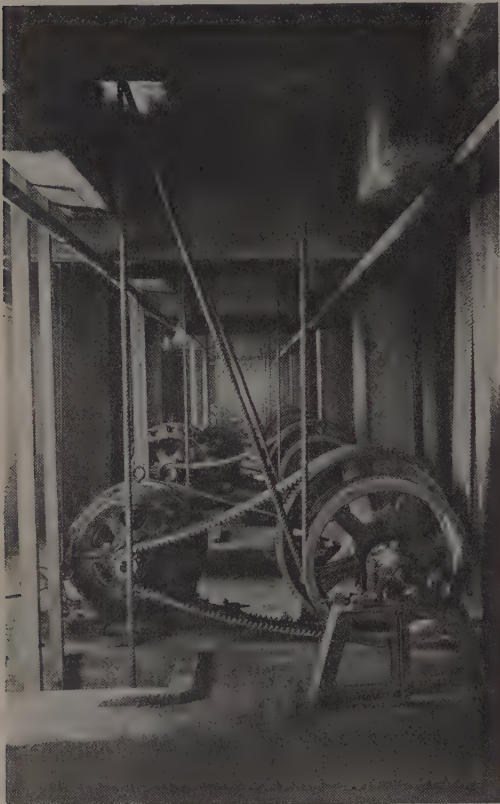
SIDE ELEVATION SHOWING DRIVE ARRANGEMENT

same level with car floor and governs the level of all the main floors of the building.

The tunnel and the depth of pit is so arranged that the weight of the overhanging bins is scientifically transferred to the proper points of contact in the solid slab of concrete and steel, which covers the entire area of the building.

SELECTING A DRIVE IN AN ELEVATOR

When the Canadian Pacific Terminal Elevator at Fort William, Ont., installed its power plant, electricity was selected as the most economical under conditions obtaining at the head of the lakes. Scarcely less important was the selection of the



MORSE SILENT CHAIN DRIVE IN C. P. TERMINAL ELEVATOR drive which would carry this more than 1,000 horsepower from the motors to the elevators and machinery of the plant.

After a thorough investigation of the needs of the elevator and the possibilities of different drives, the Morse Silent Chain Drive, shown in the illustration, and made by the Morse Chain Company, of Ithaca, N. Y., was selected. There were many considerations which influenced the choice.

In a high speed drive between short centers the slip on a belt is considerable unless the belt is laced so tight as to reduce its resistance and to pull on the bearings so as to make it difficult to keep them cool. The life of a belt under these conditions is necessarily limited and the upkeep cost correspondingly high.

On the other hand the Morse Drive has a sustained efficiency of 98½ to 99 per cent. It can be run slack even on short centers and is silent because of the large number of teeth engaged in the sprocket at all times. With these and other considerations weighing in the balance, there was no choice but to install the Morse Silent Chain Drive which has given complete satisfaction.

“BARKIS IS WILLIN’”—NOT

Several statements have recently appeared in daily and grain trade papers indicating that the Department of Agriculture is anxious to take charge of the work of carrying out the guaranteed price on the 1919 wheat crop. These statements misrepresent the attitude of the Department of Agriculture.

The Department of Agriculture, after this country entered the war, took the position that emergency food activities of a commercial nature should be directed by an emergency agency, and therefore participated in framing the Food Control Act giving the President power to create such an agency. The Food Administration and its Grain Corporation were set up under the act and they have handled the wheat guaranties from its begin-

ning. The Secretary of Agriculture has assumed until recently that these agencies would, without question, continue to handle the wheat guaranties until the emergency passed and the law ceased to be in operation. He still believes that it would be desirable for the Grain Corporation to continue to function and close out the matter. The corporation has gained much valuable experience during the war and should be able to deal with the problem as effectively as any other establishment. The recent Wheat Guaranty Act seems to contemplate that this agency would continue to act. Among other things, it authorizes the President to use any existing agency or agencies and to utilize any department of the Government, including, of course, the Food Administration Grain Corporation. It would be difficult for any other existing agency now to set up the requisite machinery, especially in view of the short time intervening before the 1919 crop movement begins; and even if it were to undertake to do so, some embarrassment would undoubtedly result, because two agencies, over a part of the period, would be dealing with wheat.

The task is one of great magnitude and the time is short. The Secretary of Agriculture recently cabled to the President, pointing out the necessity for immediate action and urging that the present machinery, that is, the Food Administration Grain Corporation, be maintained and utilized. As a matter of course, if the President should designate the Department of Agriculture as the agency to handle the 1919 guaranty, it would assume the task and discharge it to the best of its ability.

WHEAT SAVED TO FRANCE

That a successful offensive in modern warfare often means much besides fighting, says an exchange, is shown by the fact that during the months of July and August Allied forces recovered 137,000 acres of wheat from the enemy, the greater part of which was harvested under the direction of the department in charge of French agricultural reconstruction. In the zones of 16,555 acres held by the Fourth French Army and 18,217 acres held by the Sixth French Army the work was particularly rapid and well managed. To gather the wheat from the

entire area required 16,900 men, 3,300 horses, 823 binding machines, and 9,800 scythes or sickles. The binders were furnished by the French authorities, which also supplied over 100 new threshing machines. When the harvesting and threshing was completed, all this equipment was sold at reduced prices to the farmers or groups of farmers who have been victims of the war. The rescue of this wheat shows that the Germans retreated so hastily that they had not time to carry away or destroy all in their path.

FINAL OFFICIAL STANDARDS FOR OATS

Following final hearings on the proposed official standards for oats, held in Washington last month, Secretary Houston has promulgated the final Official Grain Standards of the United States for Oats. The changes from the proposed standards, as published on page 657 of the February issue of the “American Grain Trade” are:

Sec. 6. Foreign Material: Changed to read: “. . . shall be all matter other than grains and pieces of grains of cultivated oats,” etc.

Sec. 8. Sound cultivated oats: Changed to read: “. . . shall be all grains and pieces of grains of cultivated oats which are not heat damaged,” etc.

Sec. 12. Color Classification: Rewritten as follows: “All oats shall be designated in accordance with section 13 hereof as white, red, gray, black, or mixed, according to the color of the oats, as the case may be. For the purposes of this section white oats include yellow oats. Oats shall be white, red, gray, or black, respectively, when they consist of oats of such color, and not more than ten per centum of other colors of cultivated and wild oats, either singly or in any combination. Mixed oats shall be all other oats.”

Sec. 13. Grades: See new tabulated and abridged table herewith.

Sec. 14. Food and Drugs Act: Words “or hulls” inserted after “admixture of clippings.”

No provision is made in the new standards for dockage, but it is said to be not at all unlikely that they will be placed on a dockage basis at some future date.

TABULATION OF GRADE REQUIREMENTS FOR WHITE, RED, GRAY, BLACK, MIXED, BLEACHED, AND CLIPPED OATS

[Section 13 tabulated and abridged.]

Grade.	Condition and general appearance ¹	Minimum test weight per bushel	Sound cultivated oats not less than—	Heat damaged (oats or other grains)	Foreign material	Wild oats	Other colors, cultivated and wild oats Per cent
		Pounds.	Per cent	Per cent	Per cent	Per cent	Per cent
1	Shall be cool and sweet, and of good color	32	98	0.1	2	2	2
2	Shall be cool and sweet, and may be slightly stained	29	95	.3	2	3	5
3	Shall be cool and sweet, and may be stained or slightly weathered	26	90	1	3	5	10
4	Shall be cool, and may be musty, weathered, or badly stained	23	80	6	5	10	10
Sample grade.	Shall be white, red, gray, black, mixed, bleached, or clipped oats, respectively, which do not come within the requirements of any of the grades from No. 1 to No. 4, inclusive, or which have any commercially objectionable foreign odor, or are heating, hot, sour, infested with live weevils or other insects injurious to stored grain, or otherwise of distinctly low quality.						

¹ The percentage of moisture in grades Nos. 1, 2, and 3 shall not exceed 14½, and in grade No. 4 shall not exceed 16.

² In the case of white oats, No. 1 shall be cool and sweet and of good white or creamy white color.

³ 4 per cent of other oats allowed in No. 1 red, gray, or black oats. This column does not apply to mixed oats.

⁴ 10 per cent of other colors allowed in No. 2 red, gray, or black oats.

Note.—It will be noted that no limits are specifically stated for damage other than heat and for other grains. These are taken care of by the minimum requirement for “sound cultivated oats” in each grade. The following examples illustrate the application of the tabulation:

a. Aside from other requirements, such as condition and general appearance and weight per bushel, a lot of oats, to grade No. 1, must contain 98 per cent “sound cultivated oats.” The remaining 2 per cent may be damaged grains, foreign material, other grains or wild oats, either singly or in any combination. The only limitation on this remaining 2 per cent is that not more than one-tenth of 1 per cent may be heat damaged.

b. Aside from other requirements, such as condition and general appearance and weight per bushel, a lot of oats, to grade No. 3, must contain 90 per cent “sound cultivated oats.” The remaining 10 per cent may be damaged grains, foreign material, other grains or wild oats, either singly or in any combination of these factors, except that there must not be over 1 per cent heat damaged, 3 per cent foreign material or 5 per cent wild oats.

c. Aside from other requirements, such as condition and general appearance and weight per bushel, a lot of oats, to grade No. 4, must contain 80 per cent “sound cultivated oats.” The remaining 20 per cent may be damaged grains, foreign material, other grains or wild oats, either singly or in any combination of these factors, except that there must not be over 6 per cent heat damaged grains, 5 per cent foreign material or 10 per cent wild oats. The amount of these factors present can not be added so as to permit 21 per cent, since grade No. 4 must contain at least 80 per cent “sound cultivated oats.”

Government Policy toward Co-operation

An inquiry from Official Sources as to the Department of Agriculture's Attitude toward Co-operative Elevators.

By WALDON FAWCETT

WHAT is the attitude and policy of the U. S. Department of Agriculture with respect to proposals for the inauguration of co-operative buying and co-operative selling enterprises? To what extent is the Government advocating or encouraging the establishment of new agencies of this kind—more specifically, co-operative elevators? Is Uncle Sam backing up the county agents throughout the country in the lengths to which some of them seem willing to go to promote the co-operative idea among grain growers and other farmers?

Questions of this kind have been asked repeatedly by owners of private elevators and practical grain men. If anything, such questions have been asked more frequently and more pointedly of late than ever in the past. Well they may, too, for if the co-operative idea as applied to grain handling is not gaining in favor at least it is making its appearance in new quarters. Moreover some county agents have lately shown themselves willing to go to unheard of lengths in fostering co-operative schemes and always with the representation that their missionary work has the sanction and approval of the national Government.

What has particularly mystified grain men in this drive to boost co-operative elevators and similar schemes of community dealing is that there appear to be wide differences in policy and practice in different parts of the country. Here we have county agents urging grain growers to co-operate on the slightest provocation, as we might say. There we have other county agents hanging back from the co-operative hobby and urging the farmers in their localities to turn to it only as a last resort. Each class of agents insists that he is carrying out Uncle Sam's idea. No wonder the everyday grain man is at a loss to understand why, if the Government has a definite doctrine on this subject, it is not interpreted and applied in somewhat the same manner in the various sections of the country.

In an effort to obtain for readers of the "American Grain Trade" an unequivocal, conclusive answer to the moot question of the Agricultural Department's position on this co-operative issue I have sought interviews with all the various executives in the Department who are responsible for the formulation of policies. To each was explained the muddled state of mind of the commercial grain trade as a result of the activities of supposed Federal representatives, seemingly working at cross purposes. From each was sought a matter-of-fact, straight-up-and-down statement as to the precise aims and purposes of his office or branch of the Department in so far as it has contact with this proposition of co-operative grain handling. From the replies received it would seem to be possible to at least give a comprehensive view of the Governmental attitude.

Standing out conspicuously in our survey is an explanation of why that which has been taken to be Governmental policy varies as much in different localities as does the weather. First of all, we take cognizance of a fact overlooked by many grain men, namely the circumstance that Federal policy, with respect to co-operative elevator propaganda, etc., is formulated in two separate and distinct quarters,—each a part of the Department of Agriculture but not necessarily working in close harmony. The U. S. Bureau of Markets is doing considerable work in connection with the co-operative marketing of grain but, contrary to the impression of some of the men in the trade, the

Markets Bureau has no jurisdiction over the county agents and no connection with them save in so far as a county agent sees fit to call on the Bureau of Markets for advice which, it may be added, is seldom, since he has his own sources of information at Washington.

The county agents, who are admittedly the instigators of much of the unrest in the grain field over this issue of co-operation, not only do not look to the Bureau of Markets for their inspiration, but on the contrary, have their own point of contact with the Department in the Office of Extension Work, a part of the States Relation Service. In reality there are in the Department two of these fountain heads of extension work, the one covering the North and West and the other covering the Southern States. Administrative policies in the two geographical divisions are practically identical in so far as influence upon grain trade interests is concerned. However the preponderance of elevators in the Northern and Western

tion, presumably the community and county farm bureaus and the county agents.

Once he understands the more or less complex plot, any commercial grain man will readily perceive how it is that what passes for the Governmental attitude on co-operative dealing may vary widely in different states. As a matter of fact it is frankly confessed at Washington that, within reasonable lengths, the Department is inclined to leave all details of policy pretty much to the judgment of the state and local authorities. To be sure, the Department offers advice in general terms, there are conferences at Washington for the interchange of ideas by the executives of the army of county agents, and there are annual "inspections," but unless a field worker is ultra-radical in his policies the disposition at Washington is to allow him to work out his own salvation on the theory that being on the ground he knows best what treatment his local situation demands.

One point that was impressed upon me repeatedly in my talks with the officials was that with respect to launching co-operative elevator enterprises or similar ventures Washington does not, as the slang saying is, "start anything." There appears to be an impression in grain circles that tips go out from Washington to county agents in this, that or the other place to the effect that it would be an excellent idea to start an agitation for the establishment of a co-operative elevator. This is denied at the capital. It is insisted that it is left to the farmers of each local community to initiate each co-operative project. In other words the contention at Washington is that the co-operative movement works only from the bottom up rather than from the top down. I endeavored to pin the officials down as to their attitude when requests come to Washington for advice on the conundrum of whether or not to attempt co-operative dealing and was told by the executives who are directing the county agent work that usually they counseled the inquirers to go slow in plunging into co-operative merchandising; to make every effort to utilize existing business facilities; and to have recourse to co-operation only when all other expedients fail. Furthermore, Washington always throws the weight of its influence in favor of the formation of new organizations, especially for co-operative enterprises, when such undertakings have been decided upon, rather than the employment of the farm bureaus or other established community organizations for co-operative ventures.

Much closer to the county agent than any official at Washington is the state extension director who might, in fact, be dubbed the superior officer of the county agent and from whom he is likely to take his cue with respect to co-operation. The extension director, in turn, is invariably very close to the State Agricultural College and here we come to another and perhaps the most important of all the explanations of why the agitation for co-operation is so much more active in some states than in others. The farm management annex of the average State Agricultural College has given more or less attention to co-operative buying and co-operative selling but at some of the colleges the men in the saddle are radicals on the subject whereas at other colleges they are conservatives. The net result is that in some states we have state officials and their local satellites whooping it up for co-operation at the slightest provocation whereas in other states the men in charge, mindful of the numerous failures with which the field of co-operative merchandising is strewn, urge the disciples of the co-operative cult to go slow.

Plainly the disposition, in so far as Washington has any influence, in the local farm-bureau and county agent work is to discourage active participation in co-operative business ventures. The idea at Washington is to keep all this "extension" work on the education plane and to keep all the farm bureaus and county agents free from entangling

POINTS IN GOVERNMENT'S CO-OPERATIVE POLICY

1. Department of Agriculture shares with state and local bureaus in control of county agents. Its influence is, therefore, but one-third.
2. If county agent deems co-operative enterprise advisable in any community, Department always advised formation of separate agency to handle it, discouraging agents in doing such work.
3. Although "farmers have long been restless under a wasteful system of marketing their products," they are always advised: "Where satisfactory relationship can be established with existing agencies, they should be used rather than to organize new ones."
4. Mr. Brand says that when a community has determined to make a trial of co-operation, "we always urge that one of the existing elevators be purchased rather than new construction be undertaken."

States naturally tends to focus the interest of commercial grain men on the county agent organization in that section.

From this glimpse of the situation at Washington it will be seen how Uncle Sam is working on this co-operative grain handling situation with two hands and is not allowing his left hand to know what his right hand doeth. Even this division of responsibility does not, however, wholly explain the "spotty" policy that characterizes the work of county agents with respect to co-operative ventures. In the last analysis the unevenness in the policy of the county agents must be ascribed to the fact that the county agents are not directly and exclusively under the jurisdiction of official Washington. Here, if anybody should ask, is to be found the dusky gentleman in the woodpile.

Under the system that has developed during the period of years, and particularly under the working arrangement brought about by the Smith-Lever Act, what is commonly known as county agent work is an activity in which the U. S. Department of Agriculture co-operates with the State Agricultural College of the various states. As one official at Washington explained it to me, the undertaking which, for the average commercial grain man, is visualized in the activities of this or that county agent is a three-sided affair in which the national Government forms one side, and the State Agricultural College the second side, while the third is formed by the local forces of agricultural agita-

alliances, commercial as well as political. It is for this reason that Washington discourages so strongly any tendency on the part of farm bureaus to engage directly in co-operative business.

In the confidential instructions to county agents or, more especially to county agent leaders that have from time to time gone out from Washington there have not been, to the extent that might be supposed, specific recommendations on how to handle the co-operation proposition. Perhaps the most clean-cut pronouncement on the subject is found in Form 109 where are to be found recommendations as follows:

"Middlemen are a necessity in exchange, but it is generally agreed upon broad grounds that the farmers should pay the middleman for his service and for service only. In event he can serve himself more cheaply than the middleman is serving him, if he can install his own business machinery, arrange to pay cash, or furnish his own credit, he should do so. The middleman must consent to meet him on this thoroughly sound basis or lose the farmers' trade. The same conditions which have made it necessary for the immense industries of the country to unite now confront the agricultural communities and all objection from other organized interests is rightfully waived by their own example in similarly organizing.

"It is considered a legitimate function of the county agent or farm bureau to aid the farmers upon request in an advisory manner in organizing associations for the co-operative purchasing and selling of farm commodities and in conducting such business along economic lines. As a matter of practice, whenever and wherever satisfactory contracts can be arranged for conducting such business with local dealers they should be given preference."

In blanket instructions, county agents have been cautioned that any proposed co-operative business enterprise "must first of all represent a real need in the community" and have been warned that only an intimate knowledge of local conditions will justify them in recommending business ventures of this kind. In his latest manual for the guidance of county agents W. A. Lloyd, the Agricultural Department's executive in charge of county-agent work, though commenting to the effect that "farmers have long been restless under a wasteful system of marketing their products" makes, with respect to co-operative buying and selling, the observation: "Where satisfactory relationship can be established with existing agencies, they are used rather than to organize new ones."

"There will always be a place for the private elevator and likewise a place for the co-operative elevator; neither one, in my opinion, will ever drive the other out." This deduction by Charles J. Brand, Director of the U. S. Bureau of Markets was the culmination of an interview in which he had made clear for the "American Grain Trade" his position on this co-operation issue. No official of the Government is more influential than Director Brand in formulating Uncle Sam's attitude toward co-operative grain handling, because the Bureau of Markets, for all that it has nothing to do, directly, with the work of the county agents, acts as the Federal adviser to the grain interests on all problems of marketing, including elevator installation and operation. The trade is doubtless familiar, for instance, with the work of the Markets Bureau in preparing standardized cost accounting systems for grain elevators and its present study of the engineering problems of elevator construction with a view to the improvement and economy of design.

Director Brand made it clear, however, that nothing is farther from his thought than to take the position that the function of the Bureau of Markets is to assist only the co-operative elevator. He insists that the technical advisory service is for the benefit of the proprietors of private elevators quite as much as for the interests that essay ventures in co-operation. As indicated by the above quotation, Director Brand believes that there is room for both classes of elevators and while he did not say so in so many words he intimated that

it might be expected to be, in every sense, a 50-50 proposition as between the private and the co-operative elevator. At that, the head of the Markets Bureau did not conceal the fact that he regards competition as essential to a healthy condition of the grain trade in any locality and that he could have no enthusiasm for a situation such as existed in his boyhood days in Minnesota when all of the elevators in a given district were controlled by one interest.

"Probably no man in the grain trade will deny," said Director Brand, "that there are communities in this country where there are too many elevators and it is because of this fact that we always urge, when we hear that a community has determined to make a trial of co-operation, that one of the existing elevators be purchased if the proprietor can be persuaded to sell rather than that

new construction be undertaken." Not only does Mr. Brand disclaim on behalf of his Bureau any propaganda to promote co-operative elevators in ruthless disregard of the private elevator interests, but he does not feel that there can be said to be in this country at this time any marked trend to co-operative grain handling. He insists that the Markets Bureau is striving to maintain a "neutral" attitude of impartial assistance for all grain and elevator interests and argues that the instances where charges of favoritism have been made are all due to circumstances under which the Federal officials get credit for the radical policies of state authorities,—for example, in Texas where the Bureau of Markets, through its association with the state authority, had to bear the stigma of the grain brokerage scheme which has given offense to private grain men.

Factors Influencing Wheat Grades

A Careful Compilation of the Factors Which Tend to Lower Wheat Grades

BY ROLLIN E. SMITH

Federal Grain Supervisor

ANALYSIS of 750 samples of hard red spring wheat by the office of Federal Grain Supervision at Minneapolis, extending over a period from July 15, 1918, the date the revised Federal grades became effective, to January 6, 1919, throw an interesting light on the effect the chief factors considered in determining the grades have toward lowering the grades.

The results of the analyses are shown in the following table, giving the percentage of cars that fell into the No. 1, No. 2, and the lower grades under the several tests:

	No. 1 Per cent	No. 2 Per cent	Lower Per cent
Moisture test	85.2	7.3	7.5
Test weight per bushel....	86.2	10.2	3.6
Damaged kernels	72.6	20.3	7.1
Foreign material other than dockage	80.9	14.1	5.0
Foreign material other than cereal grains.....	84.4	11.7	3.9
Cereal grains	92.1	5.6	2.3
Wheat of other classes...	95.3	1.3	3.4

In occasional seasons when the crop is damaged over a large area, as it sometimes is, by rust or hot winds when the wheat is in the soft-dough stage, the test weight per bushel is the chief factor in determining the grade. Yet all the other factors mentioned may be "contributing influences"—they are, in fact, every season, and their effect is more constant, or less variable, than the test weight, and perhaps the moisture test.

The spring wheat crop of the harvest of 1918 may fairly be called an average one in quality and condition, therefore the grade-determining factors mentioned above, as to their importance in lowering the grade, should be of particular interest, because of their operation under the comparatively new Federal grades for wheat. A report on the grading and analysis of several hundred samples of hard red spring wheat by the office of Federal Grain Supervision at Minneapolis gives the first opportunity for such observation and comparison available up to the present time.

Moisture Test.—Hard red spring wheat containing 14 per cent or less of moisture falls in the No. 1 grade, for the three subclasses, on this test alone. Of the samples tested, 44.5 per cent contained 13 per cent or less, while 40.7 per cent contained 13.1 to 14 per cent. Therefore 85.2 per cent of the samples graded No. 1 on this test. Seven and three-tenths per cent graded No. 2, on a moisture content of 14.1 to 14.5 per cent; 4.3 per cent No. 3, on a moisture content of 14.6 to 15 per cent. The remaining 3.2 per cent of the samples tested dropped into No. 4 or lower, because of a moisture content of 16 per cent or greater.

Test Weight Per Bushel.—On this grade requirement, 71.2 per cent of the samples showed a test weight per measured bushel of 58½ pounds, while 15 per cent tested 58 to 58¼ pounds; or, 86.2 per cent tested 58 pounds or better. As the grade requirement for No. 1 of the three subclasses of hard red spring wheat is that it "shall have a test weight of at least 58 pounds," it appears that 86.2 per

cent of the several hundred samples tested graded No. 1. Therefore only 13.8 per cent fell below that grade because of the test weight per bushel. And as the taking of the samples was distributed throughout the period in which the bulk of the crop moves, it may safely be assumed that the samples were representative of the entire spring wheat crop of Minnesota and the Dakotas. The 13.8 per cent of the samples that tested below 58 pounds fell into the lower grades as follows: No. 2, 10.2 per cent; No. 3, 3 per cent; No. 4 and lower, 0.6 per cent.

Damaged Kernels.—The percentage by weight of the total of damaged kernels found in the samples noted above was a factor in influencing the grade as follows (the No. 1 grade of the subclass of hard red spring wheat "may contain not more than 2 per cent of damaged kernels): Free from damaged kernels, 2.4 per cent of the samples. Containing 0.5 per cent or less of damaged kernels, 29.5 per cent of the samples. Containing from 0.6 to 1 per cent of damaged kernels, 20 per cent of the samples. Containing from 1.1 to 2 per cent of damaged kernels, 20.7 per cent of the samples. This gives a total of 72.6 per cent of the samples analyzed that graded No. 1, while 27.4 per cent fell into the No. 2 grade or lower because of damaged kernels. The amount of No. 2 was 20.3 per cent and of No. 3, 5.5 per cent.

Foreign Material Other Than Dockage.—Under this grade requirement No. 1 "may contain not more than 1 per cent." The results of the analysis of the samples under consideration were as follows: Free from such foreign material, 2.1 per cent of the samples; containing not to exceed 1 per cent, 78.8 per cent of the samples. Thus 80.9 per cent of the samples graded No. 1 on this grade requirement. Containing from 1.1 to 2 per cent, 14.1 per cent of the samples, which fell into the No. 2 grade, making a total of 95 per cent of the samples in No. 1 and No. 2. The other 5 per cent were distributed among the lower grades.

Foreign Material Other Than Cereal Grains.—No. 1 "may contain not more than 0.5 of 1 per cent of matter other than cereal grains." The percentage of the hard red spring wheat samples analyzed which were free from material other than cereal grains was 7.9, while 76.5 per cent of the samples contained 0.5 per cent or less. Thus 84.4 per cent of the samples were eligible for the No. 1 grade on this test. Eleven and 0.7 per cent of the samples fell into the No. 2 grade, 3 per cent in the No. 3 and 0.9 per cent in the No. 4 and lower.

Cereal Grains.—Seventeen and five-tenths per cent of the samples were found to be from other grains, 57.7 per cent contained 0.5 per cent or less, while 16.9 per cent contained from 0.6 to 1 per cent. As 1 per cent is the limit permitted in No. 1 wheat of the subclasses of hard red spring, all of the foregoing, or 92.1 per cent of the samples, graded No. 1 on this test; 5.6 per cent fell into the No. 2 grade.

Wheat of Other Classes.—Under this test 95.3 per cent of the samples graded No. 1; 1.3 per cent No. 2, and 3.4 per cent mixed wheat.

Smutty.—Thirty-three and three-tenths per cent of all the samples analyzed graded smutty; 15.3 per cent were smutty on both factors, i. e., smut balls and odor; 13.7 per cent on smut balls only, and 4.3 per cent on odor only.

Conclusion.—The conclusion from the results of the analysis of the several hundred samples of wheat in the Federal Grain Supervision offices at Minneapolis must be that, in a season of average quality of the crop, the factors noted above are not important in lowering the grade. As soon as similar figures are available at the principal winter wheat markets, statistics on winter wheat grading corresponding to the foregoing will be published.

How the Total Receipts at Minneapolis Graded

The records of the Minnesota State Inspection Department at Minneapolis show that from July 15, 1918, to December 31, there were 49,250 cars of hard red spring wheat inspected.

These cars were divided by the inspection into the three subclasses as follows:

Subclasses	Per cent
Dark Northern Spring	23.80
Northern Spring	72.80
Red Spring	3.40
	100.00

Irrespective of the subclasses, the 49,250 cars were divided among the different grades, by percentages, as follows:

Grade	Per cent
No. 1	71.90
No. 2	14.40
No. 3	8.10
No. 4	3.00
No. 5	0.80
Sample	1.80
	100.00

Thus it is seen that 71.90 per cent of the 49,250 cars of hard red spring wheat inspected graded No. 1, and 14.40 per cent No. 2, while 13.70 per cent fell into the lower grades.

SECOND PLANT OF IDAHO GRAIN COMPANY

Last month we described at length the new East End Elevator of the Genesee Farmers Union Warehouse Company, Ltd., of Genesee, Idaho. The

multiplied and enlarged that the new elevators became necessary and were planned and finished last year.

At the west end a 70,000-bushel elevator was erected, joining the old house, so that the present capacity is 100,000 bushels of bulk storage and 80,000 bushels of sacked grain. In addition there is a separate building for the office, with a covered wagon scale which registers inside. The driveway to the elevators is high with a gradual approach and a steep exit. The dump sinks are so arranged that the grain can be conveyed to any one of the three legs. These legs are about 16 feet back from the sinks. In the old house a spiral conveyor was used, but a belt conveyor carries grain to the new leg and this is meeting with rather more favor than the old. An arrangement of valves at the discharge end of the sink permits the grain to be sent to any leg desired.

The new elevator is divided into 21 overhead bins. The original house had 10, so there are now 31 bins available, all overhead. The first floor is continuous with the sack warehouse and old elevator floor, so that operations can be carried on throughout the house with a minimum of labor.

The machinery equipment at the West End Elevator consists of a Barnard & Leas Cleaner; one scourer; one Richardson Oat Separator; a steamer; and a feed roll.

The power used is electric, five Fairbanks Morse motors with a total of 70 horsepower being employed. The power is transmitted by chain drives, of which there are about 200 feet. The house has a Fairbanks wagon scale, an automatic scale, and various warehouse scales.

WHAT MAKES WHEAT HARD OR SOFT

The distinction between hard and soft wheat is really a very simple matter, according to an article by G. F. Freeman in the *Journal of Heredity*. It is known that in a wheat kernel with a high content of gluten as compared with the carbohydrates, the constituents remain cemented together when the grain is ripe, giving it a compact texture and a translucent appearance. When the gluten content is not high enough to cement the interior

AN ACTIVE CANADIAN GRAIN MAN

James Stewart is one of the most active and prominent grain men in western Canada. At the present time he is president of the Wheat Export Company, Ltd., Grain Exchange, Winnipeg, Man.; director and manager, K. B. Stoddart & Co., Limited, since 1912;



JAMES STEWART, WINNIPEG

vice-president, State Elevator Company, Ltd.; managing director, Federal Grain Company, Ltd.; director, Western Terminal Elevators, Limited; director, Western Elevator Company, Ltd.; director, Western Grain Company, Ltd.; member, Board of Grain Supervisors of Canada; member of Council, Grain Exchange, Winnipeg, since 1915.

In December he celebrated his 37th birthday. He was born and educated in Scotland. He entered the British Civil Service in 1898 and served seven years.

He came to Manitoba in 1906 and was with the C. P. R. six months when he entered the grain business with the Western Elevator Company, Ltd., and has been connected with B. Stoddart & Co., Ltd., and subsidiary companies since then.

Mr. Stewart has always taken an active part in any movement in the interest of Canada's grain trade and is a good friend of any who have been associated with him in his work. He has taken a prominent part in Canadian Food Control work since the war started.

GRAIN ORGANIZATIONS TO STUDY INSPECTION SYSTEM

To study the grain inspection and grading system in connection with the Federal grain grades, with a view to bringing about greater uniformity of inspection between the various markets, a committee composed of representatives of the most important grain trade and milling organizations of the country, the National Council of Farmers Co-operative Associations, and of the Bureau of Markets and the Railroad Administration will meet in Chicago, April 14. After the conference in Chicago, the committee will start on a tour of the larger markets East of the Rocky Mountains, spending from one to three or four days in each.

The members of the committee are: Elmer Hutchinson, Arlington, Ind., chairman of the Appeals Committee of the Grain Dealers National Association; J. W. Shorthill, York, Neb., secretary, National Council of Farmers Co-operative Associations; R. S. Hurd, miller, of Wichita, Kan., representing the Millers National Federation; W. J. Niergarth, grain dealer, St. Louis, representing the National Council of Grain Exchanges; C. W. Crawford, Chicago, representing the Railroad Administration; R. T. Miles, Chicago, in charge of Inspection Efficiency, Bureau of Markets.



WEST END ELEVATOR, GENESEE, IDAHO

accompanying illustration shows the West End Elevator of this firm. Part of this plant is also new.

The elevators derived their names from the fact that they are located in the east and west parts of town respectively, about a mile apart. The first experiment by the company with a bulk handling plant was at the west end. Here in 1909 a 30,000-bushel house was erected. At the same time a one-story warehouse was built to take care of the sacked grain. For a time the two structures were about equally busy, but gradually the advantages of bulk handling manifested themselves, and with the outbreak of the war these advantages were so

of the kernel completely, the decreased volume of the grain is not sufficient to compensate for the loss in moisture, so that air spaces occur and the grain remains soft and opaque.

Two types of soft grain are distinguished according to appearance and distribution of air spaces: The "true softness" type and "yellow berry" type.

In experiments with various types of wheat the author found two facts established: 1st, Selected hard seed tends to produce progeny with hard or mixed seed, with a decrease or absence of completely soft seed; 2nd, Selected soft seeds tend to produce progeny with soft or mixed seed with a decrease or absence of completely hard seeds.



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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, ILL., APRIL 15, 1919

A DISAPPOINTMENT

LAST month Judge K. M. Landis of Chicago granted an injunction, restraining the Food Administration from cancelling the license of P. L. & W. C. Williams, grain dealers of Colmar, Ill., because the latter refused to return \$1,350 to the farmers the Food Administration claiming that the grain firm charged too much for its services. Judge Landis gave the Food Administration until March 31 to show cause why the injunction should not be made permanent. The court record of that date shows that representatives of the two contending parties appearing in court, the case was dismissed. It does not appear that the Williams firm paid the sum, nor that the Food Administration attempted to show cause for its position.

This is a disappointment to the trade as the case was being watched with interest. Judge Landis has the knack of asking pertinent questions, and we fancy that the Food Administration would have had difficulty in explaining by what authority it presumed to tell a dealer how much it cost him to perform certain services without a searching audit of his books. The case hinges on the right of the Food Administration to fix an arbitrary figure, such as 8 cents, as a spread between farmers' price of wheat and the fixed price at Chicago. The figures which were presented in good faith at the St. Louis conference, show that no arbitrary amount can be fixed, and it is our belief that no Federal court would hold that a firm could be forced to perform services without a fair profit. It is a pity that the case was not tried, for it would have left the matter of spread at country

points to be settled on a competitive basis as it should be.

Another unjust feature of administrative interference at country points is the fact that, once accused of extortion by the Food Administration, no matter how unjust such accusation may be, the grain dealer has had aroused in his community a prejudice which will be hard to overcome and which is an injury for which the dealer should be fully compensated.

GETTING READY

UNTIL some announcement is made by the agency which will control the wheat crop next year, the plans of elevator operators will be held largely in abeyance. In many cases plans for enlargement of houses will be delayed until we find whether the operator is to be allowed a carrying charge, for it would avail little to have a large house filled with wheat, held indefinitely at the pleasure of the Government, with no profit.

But of one thing the trade can be quite sure. Any device which improves the quality of the grain when it is inspected at the terminal will be profitable. There is not one elevator out of 100 which would not make a grain cleaner pay for itself very quickly. Many houses would find driers equally profitable, and seed cleaners, blowers and graders have made more money for some houses than grain handling.

Now, before the crop begins to move is the time to look over equipment and add the machines which make your plant a real agency for good in the community, and not merely a railroad storehouse. One does not have to wait for the wheat administrator to do this. It is profitable however the wheat is handled.

ILLINOIS BUMPS U. S. PHONE RATES

JUDGE Charles M. Foell of the Supreme Court of Illinois on April 9 made permanent an injunction restraining the Chicago Telephone Company and the American Telephone and Telegraph Company from putting into effect a schedule of intrastate rates ordered by Postmaster General Burleson. Courts of other states have issued temporary injunctions against the same order, so that the Illinois decision if used as a basis of other decisions, will have wide application.

The order, as it affects phone and telegraph rates, is of very great importance to grain dealers, who depend upon those agencies of communication so extensively. But it is even more important in its application to the railroads. Judge Foell held that: "The fixing of reasonable rates to be charged by public utilities is an exercise of the police power * * * There is no Federal police power therefore, when Congress used the expression 'police regulations' it must have done so in the sense which the term has been defined in the several states."

Since the Railroad Administration took over the operation of the roads, the public utilities commissions of the states have practically ceased to operate in railroad affairs.

This was well enough during the crisis which made the appointment of an administrator necessary but now there is no reason why the state commissions should not protect their shippers in the matter of rates. Operating costs have risen in all departments but particularly in the wage account. These wages have chiefly effected the brotherhoods who seem to be powerful enough to buffalo the Government if they can't run it. The Administration is getting deeper in the hole with every day's operation of the roads, and unless a check is started somewhere, the end is liable to be disastrous to the nation. Judge Foell's decision opens the way for the state commissions to again exercise their police powers over intrastate rates, and it is to be hoped that they will do so without delay.

TRUCKS AND TRUCK DUMPING

MOTOR trucks are a development which dealers will have to take into serious consideration from now on. They are appearing in ever increasing numbers on progressive farms, and in no department of farm work do they serve a better purpose than in hauling grain.

One effect of the truck will be to increase competition, as a few miles more or less to the elevator is of far less consideration than with teams. But, on the other hand, it will benefit the elevator which has real service to sell and increase the radius of its patronage materially. Included in this service will be the supplying of commodities the farmer needs in exchange for his grain. If he can carry a full load both ways, the cost of haulage is cut down, and as motor truck advertising is making a point of this, the farmer will expect to take advantage of it. For this reason many elevators will be forced into carrying side lines of feed, fertilizer, tile, building material and coal.

Another problem will be the installation of a rapid, serviceable dump that can safely handle the weight of a loaded truck. It will not do to shovel out the grain by hand, for that is just the lack of service that will take the grain to the more progressive competitor. There are several such dumps already on the market. One which is meeting with considerable success is described on another page. This or a similar device will have to be a part of every well equipped house.

BREAKING RECORDS

ONLY an unprecedented calamity this summer could keep the wheat crop from being a record breaker. Making full allowance for normal losses between now and harvest, the Government report of April 9, gives a forecast of 837,000,000 bushels of winter wheat, based on a condition April 1, of 99.8, compared with 78.6 last year and a 10-year average of 82.3. The states with the largest winter wheat acreage have generally the highest condition; thus Kansas is 101; Oklahoma, 100; Texas, 101; Missouri, 103; Iowa, 101; Illinois, 101; Arkansas, 99; Indiana, 100; and Ohio, 104. The lowest condition is in Wisconsin, 89; Minnesota, 91, and South Da-

kota, 90; all with but limited winter wheat acreage, and even these well above the 10-year average.

The condition of rye is 90.6, compared with 85.8 last year and a 10-year average of 88.6. The estimated production this year is for 101,000,000 bushels, as against 89,103,000 bushels last year; 62,933,000 bushels in 1917, and an average of the five preceding years of 44,547,000 bushels. With a normal spring wheat acreage of wheat and rye the output of both crops will be the largest in our history.

WHY CO-OPERATIVE ELEVATORS?

FOR some time the trade has been under the impression that the Department of Agriculture has encouraged and at times even instigated the formation of co-operative enterprises. There can be no question but that some officials of the Department have shown great sympathy with the movement, and whether that sympathy is official or not it has had much the same effect. On another page, our Washington representative tells of his first-hand investigation of the Department's attitude, which he finds, in the main, is negative.

What, then, are the factors which spread the co-operative movement, even into towns where there is ample competition to afford the farmer every protection? As we see it, there are two. First, the deliberate effort of the paid organizer who gets so much per head for members and who uses every demagogic method to make the farmer believe he is imposed upon. As a rule this isn't difficult, for the average farmer has an ingrained belief that everyone he does business with is out to skin him.

Another factor is the general feeling of unrest among farmers, as well as among other workers, the result of general propaganda from bolshevist, socialist and Non-partisan League headquarters.

The cure, the only cure, is counter propaganda; a concerted movement by the grain trade in an educational campaign, through newspaper and magazine articles, and by paid advertising. This is expensive and will require the services of the best talent in the trade. But at that it will not be as expensive as experiments in state socialism and the producer-to-consumer twaddle. In some commodities this may work on a limited scale, but the grain business is too big to handle without the efficient organization which years of careful study and effort have proved to be necessary.

CARRYING GRAIN IN CONCRETE

A CONCRETE box car for grain! Not yet—but a possibility of the near future, if the tests now being conducted on a concrete gondola prove successful. There are so many obvious advantages in a concrete car that there is no question of their immediate adoption if they should be made available. They could be cleaned thoroughly, with a hose if necessary. They would never require cooping, and leakage would be prac-

tically eliminated. This, of course, would necessitate a built in, movable grain door, but experiments are now developing a grain door that would fill the need. Sweating can be controlled by proper waterproofing methods. With a non-leaking grain car, one of the largest flies in the ointment of the shipper would be removed. There would be plenty of flies left, but without loss and damage claims his oil of joy would be comparatively clear.

In the meantime, however, shippers will have to use the old equipment, some of it, no doubt, sadly the worse for the excessive wear it has had during the past two years. Just now there are about 100,000 idle box cars, but by the time the harvest is made this number will be cut very close by the movement of road building and structural material, and we hope by a resumption of trade in all lines. The usual car shortage will probably prevail and there will be the same need for careful cooping of all cars and the generous use of car liners, the only thing that will carry grain safely in much of the equipment that will be offered.

A NEW BULLETIN

THE Department of Agriculture has issued a new Bulletin, "Report on Foreign Markets for Agricultural Products." The first issue is rather a tentative affair and the trade is asked its opinion as to the serviceability of such a weekly publication. In this first issue are present export regulations and the situation in foreign markets on many agricultural products from peanuts to wool. Grain is well represented in the bulletin.

In the past the only available Government information of foreign markets has been that contained in the "Commerce Reports," and the agricultural news has been, as a whole, so old as to be quite useless to the trade. The new bulletin, if made up of telegraphic news and latest Governmental developments in import and export regulations, should prove to be of real service, particularly when the trade begins to have a freer hand in the conduct of its business.

GET UNDER THE LOAD

GRREAT improvements always cost money, but they also are usually worth much more than they cost. When we purchased Alaska from Russia for \$7,200,000 worth of old Monitors there was plenty of criticism that we should spend our good money for a frozen country that could never produce anything. But now we get from Alaska about six times the purchase price each year in fish alone, three times the purchase price in copper and twice in gold. The total exports from Alaska are over \$70,000,000 a year.

The war cost us several thousand times as much as Alaska did, but the value of that purchase is immeasurable. Can we put a price on freedom? Can we state the value of the ending for all time of a menace to civilization? We accepted the obligation and assumed the cost. Now we are called upon to complete the payment. The Victory Loan

will prove whether or not our judgment is as good as our patriotism. In the heat and excitement of the struggle we paid gladly, knowing that our lendings were secure against the future. The excitement has passed, but the bonds are better now than when we purchased before, as the quick collapse of Germany's strength and morale after we entered the fight, left us incomparably the richest country in the world and the one most ready to resume its normal pursuits. We cannot help but prosper with the great readjustment that the world must make, and that prosperity, every dollar of it, is behind the new bonds you are asked to buy. As an investment the Victory Loan is without a peer; as an obligation of our Government it places an uncompromising responsibility on each one of us.

BARLEY WITHOUT BEER

NO BEER, no work! had a peculiar significance for barley growers when war temperance first appeared, supplemented later by the permanent legislative act of the national congress and the state assemblies. Without beer manufacturing the days looked rather dark for the barley trade, but like most clouds this one, too, has a silver lining. We are now finding new uses for barley which will more than make up for what the malsters used.

We tried barley flour during the substitute days but didn't care for it. At the same time feeders were trying out barley on stock and dairy cattle and it has been found to answer admirably every feed requirement. In the future barley will rank with corn as a feed grain. More will be raised and it will find a ready market, if it is not consumed on the farm. As it feeds more economically when ground, many elevators during the next few years are going to find a nice profit in the investment of a feed mill. Attrition mills, rolls, or stones will grind feed satisfactorily but there is a difference in power requirements which may make the operation profitable or not. The grinding will not be confined to barley as feeders are coming to prefer ground feed of all kinds. Corn, damaged wheat and the sorghums all make better gain per 100 pounds of feed when ground, so that with a little judicious local advertising a feed mill should pay for itself in a short time and incidentally make friends for the house in any stock territory, and particularly where barley is a staple crop.

Farmers of Minnesota were fined last year for hoarding wheat and the fines contributed to the Red Cross. The action of the local food controller in assessing these fines was generally applauded at the time. But now the war is over and the disloyal element is lifting its head in protest. The local food administrator has backed water, and it looks as though the fines would be returned. We have a short memory in America and apparently growing shorter with the years. It took the copperheads of Civil War days a long time to live down their ignominy.

EDITORIAL MENTION

It's an early season for everything except the new wheat regulations.

Corn this year is about as risky for the speculator as it was for the cash handler last year.

An extensive outbreak of Hessian fly is expected this summer. And we can't collect indemnity from these Hessians.

On March 1 the commercial stocks of wheat were 197,277,000 bushels, about three times the amount on hand last year. This does not include farm reserves, but these are very small.

The danger spot in the elevator is in the bearings at the top of the house. Their inaccessibility causes their neglect. The man who makes a practice of visiting his cupola after closing down for the night is in little danger of fire.

On March 1 the Government appropriations for road improvement totalled \$343,800,000. On the same date various states had provided for expenditures of \$280,000,000. This means more trucks in the country and all-year deliveries to the elevator.

The railroads of Great Britain are being run by the Government at a loss of nearly \$100,000,000 per year. Considering the mileage, that is a little worse than our Government is doing. But at that it is no argument for Government ownership here.

The way the Food Administration is insisting that even our record crop will not be more than enough to meet the demands of Europe, points the way toward high prices for consumers in this country. Evidently the F. A. does not intend to lose that billion after all.

There should be an open season on convention orators who talk much and say little. There are too many important subjects to discuss this year to waste time on hot air shooters. Unfortunately the laws protect them. Gentlemen will please check their guns at the door.

A 5-day school for the elevator managers and directors was held last month by the Oregon Agricultural College. Some operators doubt if it is possible to learn all there is to know of the country grain business in five days. But the school is a good thing if it does just touch the high spots.

The Non-partisan League is going to extend its organization work in Illinois and on May 1 will put 100 trained organizers into Nebraska. In the meantime are we going to allow those organizers to call regular dealers "cheats and robbers," and get away with it? We can't ignore the League, we must re-

fute their arguments or they will spread state socialism over the country. If you want all industry run by politicians, now is the time to sit still and let them put over their organization plans.

Wisconsin legislators killed a bill providing for state-owned elevators. They are wise to watch proceedings in North Dakota, Montana and Michigan before putting the grain business into politics.

Joint rates between railroads and barge lines of satisfactory financial responsibility have been established on the New York State Barge Canal. Water traffic is dead without some arrangement with the railroads.

The Government is setting a bad example in bureaucracy. Some grain conventions are getting to be as cut and dried as a departmental yearly report. Let's have more talk from the floor and less from the platform.

Elevators at Atlantic ports have a combined capacity of 23,380,000 bushels, and the maximum movement through the houses is 1,300,000 tons per month. Mr. Barnes has appealed to the oats handlers in New York to reduce their stocks as there must be shipments of 1,600,000 tons in the next 30 days.

Sir James Wilson, British representative to the International Institute of Agriculture, predicts that by the end of summer foreign wheat will be laid down in England at \$1.25 per bushel. Perhaps Sir James hasn't traveled over hungry Europe the way Mr. Hoover has. But his guess is worth recording, nevertheless.

Some farmers' elevators of the Northwest are complaining of their losses by insurance, storage, interest, etc., when they could not get cars during the embargo period. Others are complaining that they got the cars and then had to pay demurrage because the terminal elevators couldn't unload them. What a sad old world this would be if we didn't have something to kick about? We would die of ennui.

The Railroad Administration has ruled that the liability of the railroad for loss or damage shall be the value of the property at the place and time the property is received by the road, except in the case of property shipped for sale on consignment from points at which there is no market value, and where no invoice is made, the road's liability shall be the market value of the property at destination at time shipment should arrive. We are waiting for a ruling on when grain should arrive.

The Nebraska legislature has passed for final reading a bill, H. R. 345, which opens membership in any grain or other farm product exchange created in the state, without discrimination to any person, firm, corporation or association that may desire to trade therein. This would take from the Omaha Board of Trade any power to discipline mem-

bers for disregarding its rules, and would open the way for any sharp that wanted to fleece the shippers of the state. And yet the Farmers Union is backing the bill.

The agricultural census of the country will be taken on January 1 next year instead of April 15 as has been the custom in the past. It is hoped to make the census the most complete ever taken.

Promoters of wildcat oil and mining and other schemes have for sale a list of the easy marks who exchanged liberty bonds or hard cash for their worthless stock. It is called the "Sucker List." We hope your name is not on it. No investment is better than Government bonds. Hold on to them.

The complaints from farmers of the Northwest against the injustice of Federal wheat grades do not seem to be justified by the facts. At Minneapolis 71.90 per cent of wheat, since the Federal grades went into effect, has been graded No. 1, and 14.40 per cent, No. 2. At Duluth, 84 per cent graded No. 1. Do the farmers think all the wheat grown is No. 1? Minnesota has a bill before the legislature to reestablish state grades.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912

of the "American Elevator and Grain Trade," published monthly at Chicago, Ill., for April 1, 1919.

State of Illinois, County of Cook, ss.—

Before me, a notary public in and for the state and county aforesaid, personally appeared A. J. Mitchell, who having been duly sworn according to law, deposes and says that he is the business manager of the "American Elevator and Grain Trade" and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor and business managers are:

Publisher—Mitchell Bros. Pub. Co., 431 S. Dearborn St., Chicago, Ill.

Editor—Richard Pride, 6294 Lakewood Ave., Chicago, Ill.

Managing Editor—H. H. Mitchell, LaGrange, Ill.

Business Manager—A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owners are:

A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

A. H. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

M. B. Mitchell, Ottawa, Ill.

M. W. Mitchell, Washington, D. C.

John E. Bacon, 4546 Clarendon Ave., Chicago, Ill.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

A. J. MITCHELL,

Business Manager.

W. F. WARRICK, Notary Public.

(Seal.) (My commission expires May 8, 1920.)
Sworn to and subscribed before me this 24th day of March, 1919.

COMMUNICATED

CONDITIONS IN NORTHEASTERN KANSAS

Editor American Grain Trade:—The Kansas wheat prospect was never as good this time of the year and barring no reverses we will have the record breaker. Excessive rains make the oat sowing late and ground soggy. With a continuation of the present weather stock will be on pasture within two weeks.

Very truly,
JAMES ROBINSON,
Potter, Kan.

NEED FOR UNIFORMITY IN INSPECTION

Editor American Grain Trade:—We notice your very good article in the March issue on the new general inspection—something the writer has advocated for some time, namely, that we ought to have more uniformity than has existed in the past. Very recently we had some experiences that were right along those lines—corn grading 6 in one market and 4 in another, and I think it is all uncalled for on a crop of corn such as we have had this year. We have had some like experiences in oats, and I certainly hope that there will be something done that will get all markets on a uniform basis.

Yours truly,
T. A. GRIER & CO.,
Peoria, Ill.

GRAIN FIRM OBTAINS JUDGMENT

Editor American Grain Trade:—We were just recently awarded judgment of \$197.15 against the Lynchburg Milling Company, of Lynchburg, Va. We, as plaintiff, entered suit against the defendant, the Lynchburg Milling Company, for the failure of the defendant to comply with their part of acceptance of contract for shipment of shelled corn made them in September, 1917. We made them an offer on corn which they accepted and before the arrival of the corn at Lynchburg the market underwent a severe slump in price. The defendant refused to accept the shipment of corn, therefore we were compelled to sell said shipment on the open market, causing the plaintiff a heavy loss. Later a suit was filed in their civil court at Lynchburg, Va., against the defendant. Just recently the said case was tried before a jury, and we were awarded judgment of \$197.15. We are writing you this letter, as we feel this information will be of some value to other subscribers to your journal.

Yours truly,
COTTRELL BROS.,
Terre Haute, Ind.

HARD ROADS AND THE GRAIN ELEVATOR

Editor American Grain Trade:—A grain dealer out here in Kansas says: "The quicker the farmer realizes that a hard surface road in front of his farm is a benefit instead of a detriment as he has been believing, the better it will be for him. With dirt roads he is obliged to sit around the house on rainy or muddy days, unable to get into the fields to work. With good roads and a truck he could haul his grain to town those days he cannot plow. And he will not bring it to town on fair days because he has to get in his time at his crops. So the elevator business comes in a rush when he has leisure and good roads combined."

In this connection Clay County has announced that she will build 202 miles of hard surface roads this year, which will materially alter the condition of the farmer and the markets in the district north of Kansas City.

The rapidly increasing use of motor trucks also has its bearing upon the grain trade, its marketing, and the size of crop, or rather of its acreage. As the farmer drops his horse as a motor power he has less use for pasture land. Every truck on a farm means ten acres less needed for pasture. The advent of a thousand trucks means a release of 10,000 acres to grain growing.

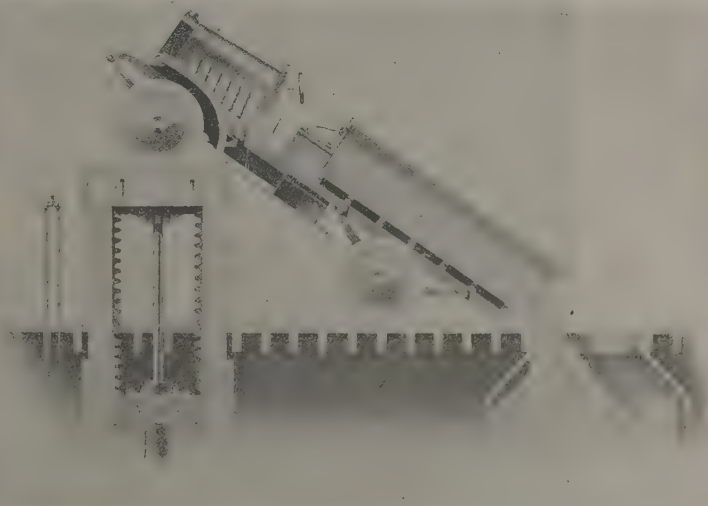
Will the good roads campaign mean anything to the elevator men? With better facilities for get-

ting to market at all times of the year will the farmer ask for better elevator service? With a truck he will not be bound down to the nearest elevator but can sell where he pleases. Will the thousands of trucks being sold this year in Missouri, Kansas and Oklahoma have any effect upon the number of elevators over the country? And will the movement eventually arrive at a point where the grain men themselves will put in truck lines to convey the grain to their elevators?

Yours truly,
B. S. BROWN.

CONDITIONS FINE IN OHIO

Editor American Grain Trade:—Enclosed please find check covering one year's dues to the "American Elevator and Grain Trade." Could not get along without your valuable paper. I am pleased to advise you that my two sons, C. A. and J. K. Pollock have returned from the army and are now holding their former positions in our office which is now located at 2-3-4 Harper Block, Lima, Ohio. We moved our wholesale grain, hay and straw business from Middle Point, Ohio, on August 10,



THE "TRAPP" AUTO GRAIN DUMP

1918. We are now enjoying the best of trade and the best car load lot shipments in our past experience. After May 1 we will be at home at 523 West High street, this city, as I have erected a modern residence and will be permanently located here. Any time your representative is in the neighborhood of Lima, we would be glad to have him call on us at our office.

Spring plowing is all done, oats seeding has been finished and corn ground is in the best condition. I never saw winter wheat or rye look so promising. Timothy and clover meadows are excellent. If the present summer-like weather continues (April 11) we are going to have a bumper crop of wheat, oats, rye and hay. The six counties surrounding Lima will supply more food than ever before to help feed the millions of hungry people in Europe.

Yours truly,
H. G. POLLOCK,
Lima, Ohio.

PROPOSED 800 PER CENT INCREASE IN WISCONSIN ELEVATOR TAX

A bill recently introduced in the Wisconsin Legislature to amend the grain taxation statute, provides for an increase of 800 per cent in the occupation tax of the operator. The proposed amendment raises the rate from one-quarter of one mill to two mills per bushel on all wheat and flax handled and from one-eighth of one mill to one mill on all other grains handled. The law specifically exempts elevators or warehouses on farms for storage of grain raised by the owner himself.

MOTOR TRUCK DUMPING PROBLEM SOLVED

Elevator operators have been confronted by a serious problem in handling grain brought to the elevator in motor trucks, so that the trade will be interested in the new Auto Grain Dump made by the Trapp-Gohr-Donovan Company, 1125 North Twenty-second Street, Omaha, Neb. The dump is operated by compressed air, and is described by Mr. Trapp as follows:

It is dangerous and unwise to lower the rear end of a truck in dumping grain. The truck is bound to back up unless some way of blocking it is provided, and it is difficult to provide that. The brakes will not always hold well enough, and sometimes the driver of the truck forgets to set the brakes. The housing on the rear axle of the truck has been broken many times by the loaded truck setting back on it. The box of the truck may be lifted off the frame of the truck. Or the oil in the pan may spill out and run into the grain. None of these things can occur with the "Trapp" Dump. The front end is raised by the turning of the air valve, to just the necessary height to cause the grain to flow out the end of the truck. And it is raised slowly, gently and easily by the operator at the air valve. It is not necessary at all to set the brakes, as the plane of the wheels is not changed, and the front wheels would actually have to run up hill in order for the truck to back. Then, when the front

end is lowered, the truck sinks back to level gently on a cushion of air; there is no jar, and no injury whatever to the truck.

There are no inclines up which the truck must drive under its own power, and therefore no danger of driving in the wrong place, and having to drive in again. The gears on the "Trapp" Dump hold the platform perfectly level, and the truck will be dumped even if not driven straight in the center.

It is not necessary to go to the expense of tearing out the present wagon dump in the driveway and throw it away, when installing a "Trapp" Dump. The old wagon dump is not disturbed at all. The dump is installed just ahead of the present wagon dump, as trucks are longer than wagons, and both wagons and trucks dump into the same pit. No extensive wearing out of the driveway is needed at all. The only part disturbed is a place wide enough to install the "Trapp" Dump. No extra pits need to be arranged for either.

Air is absolutely the cheapest power known, and the expense of operation is practically nothing. Power, and very little power is required to run an air compressor, is taken from one of the shafts of the elevator, which is running anyway, and a little oil on the working parts occasionally, is all that is needed. Power from compressed air is unlimited, and regardless of the weight of the loaded truck, it can be easily handled.

Any competent mechanic can install the "Trapp" Dump from directions furnished, and the company will, when requested, furnish a competent mechanic if one cannot be secured at the place of installation.

Flocking to Peoria

Plans for Annual Meeting of Illinois Grain Dealers Promise Record in Attendance and Interest—Peoria Has Latch String Out

EVERYBODY will be at Peoria on May 6 and 7. The Illinois Grain Dealers Association is planning for the largest meeting in its history, and it will be as it will be the first big grain convention after the agency which will handle the 1919 wheat crop will have been officially announced. And, too, by that time the Government will probably be ready to outline the policy which will govern its controlling action.

Julius H. Barnes has been requested by President Wilson to continue as head of the Grain Corporation and handle the crop. As this is written Mr. Barnes has not signified whether or not he would accept. But he will be at the convention, and, we hope, will have the authority to make the official announcement of the Government program.

There will be plenty of other subjects discussed to make the meeting worth while. Hon. W. G. Graham, Member of Congress, will speak on a subject to be announced, but which will cover some matter pertinent to the difficulties of the trade at this time.

President P. E. Goodrich of the National Association will have something to say about association work, and he will say it in that fearless, straightforward manner that has brought to him such high esteem from every section of the country.

E. J. Smiley, secretary of the Kansas Association, will tell of grain dealers' problems in the West, and no one is better qualified than he. Did you ever hear Smiley talk? He hits from the shoulder, and if the terminal markets, railroads, Government or anybody else gets in the way of his fistful remarks, they are liable to issue forth with a black eye. He isn't afraid to tell the devil himself what he thinks of him.

Lee G. Metcalf will handle the round table discussion on "Handling the 1919 Wheat Crop." Enough said. It will be handled well and everyone who has an idea on the subject to express will be given ample opportunity.

Wm. R. Bach, attorney for the Association, will discuss "Legal Matters in Connection with the Grain Business." Mr. Bach knows what he is talking about, and moreover he knows the things that grain dealers are principally interested in and the burden of their troubles with the railroads, with the farmers, and with each other. He has made a specialty of the railroad matters and will undoubtedly talk on Order 57A and Order 15.

The regular reports of the officers and committees will have unusual interest and significance this year, not only to Illinois members, but to the entire trade, for our problems have been theirs. For that reason and because of its central location and accessibility, Peoria will have an unusual number of out-of-state visitors, the men who realize that they will need every bit of light that can be shed on every question if they are to make a success of the next year's business.

And the entertainment. Peoria has a reputation for entertaining conventions of which any city might well be proud. Last month, when the farmers grain dealers met there, they voted to return next year without having even an invitation, except the standing invitation which is part of the city's hospitable nature, and without any promises having been made for entertainment of any kind.

But the farmers' dealers knew that Peoria just couldn't fall down on a job of that kind. And we know it, too, for look who is on the Entertainment Committee for the May meeting: H. H. Dewey, W. S. Miles, George L. Bowman, A. G. Tyng, L. L. Gruss, and A. C. McKinley. You know most of these men, so it is not necessary to do more than remind you that when they take hold of a thing they see it through and see it through right. The entertainment features you will enjoy.

T. A. GRIER DESCRIBES PEORIA AS A MARKET

Now the Illinois Association has not met in Peoria since 1912. Lots of us have been there since, but those that haven't will be surprised at the changes and improvements they will find. As a grain market Peoria has always had and always will have an important place. The reason is to be found in the following letter from T. A. Grier & Co., one of the firms that will do so much to make your stay enjoyable. Mr. Grier says:

condition, and that brought good prices to ship to Peoria. It also came from the South and from the West, and of course, largely from this state, Illinois. It was not good feeding corn but it could be utilized very profitably in the manufacture of alcohol, starch, glucose, etc.

With the close of the war the alcohol business, of course, dropped largely out of sight, temporarily at least, because the alcohol being manufactured in Peoria was nearly all for war purposes. Peoria distillers, however, were not prepared to give up without a struggle their enormous and expensive plants which have been so profitable in past years both in the manufacture of alcohol, spirits and whiskey, so they immediately set about devising ways and methods of using the plants in the manufacture of other products and they will shortly have one of their large plants ready to manufacture corn syrup by the fermentation process. Their experiments have succeeded entirely in showing that this can be done and a very valuable product manufactured and they expect to have it on the market inside of the next 30 days. They will also undoubtedly remodel their other plants to be used for the same purposes.

Peoria and Pekin are practically one—they are in the same shipping district—and Pekin, as is well

known, contains one of the largest and most profitable of the Corn Product Company's plants, with a daily corn using capacity of 40,000 bushels, and the corn for this plant is practically all bought in Peoria.

Peoria shipped a good deal of corn last year, a large lot of corn in fact, to corn using industries west of us, who could supply themselves here with the character of the corn that that crop was, to better advantage than they could any place else, and large lines of corn went in that direction.

One of the most advantageous features of the Peoria grain market is the absence of complicated terminals and the close working together of the 14 railroads running into Peoria. They are all located practically in the same yards or very close to each other, and the interchange of business in and out can be done with less expense and less loss of time than probably any other large terminal market in the United States. This has been dem-

onstrated time and time again, both in the movement of grain from Peoria to the East and to the West, and dealers and industries that have to have corn for quick uses, go to Peoria to get it, because they know it can be shipped without delay and hurried through to destination with less consumption of time than any other large receiving market in the country.

In handling a corn crop such as that that was raised in 1918, the crop that is being handled now, attention should be called to the fact that Peoria is in the center of where the corn was raised last year, that is raised in any large quantity. In other words, we are in the heart of the corn belt, and the corn in this section was not in any great degree injured by the terrific heat and drouth of last summer. Peoria was favored with better weather than they got West and Southwest—no extreme temperatures that lasted any length of time, and the acreage was large. While the results as to yield per acre was not as great as the previous year, they were good, and as corn this year is largely a feeding proposition, feeders came to this market from all sections around us, and also from the Southwest and the West to pick up corn here for feeding purposes. Large lines of it have been fed.

Corn receipts in all primary markets at the pres-



OFFICERS OF THE PEORIA BOARD OF TRADE

Peoria has been coming rapidly to the front the last few years as a corn receiving market. Her receipts of corn in

1914 were 14,500,000 bushels.

1915 were 20,500,000 bushels.

1916 were 37,000,000 bushels.

1917 were 29,000,000 bushels.

1918 were 37,500,000 bushels.

The only corn receiving markets that exceeded Peoria in receipts last year were Omaha and Chicago. Peoria's corn receipts were far ahead of all other primary markets except the two mentioned. Omaha beat us a few million.

Peoria's receipts of oats compared favorably with other markets, but the biggest specialty in Peoria the last few years in the way of grain has been corn.

The crop of 1918 was a trying one to handle, being over three-fourths of it damaged corn—that is the 1917 crop handled in 1918. On account of large manufacturing interests here and our nearness to large corn using industries nearby, both east and west of us, this was the ideal point for the receiving and shipping and the consuming of corn of that character, and corn came to Peoria from all over the United States, a great deal from Buffalo, corn that had gone down there and gotten out of

ent time are extremely light and may so continue for a time but when the year 1918 is rounded up we believe it will be found that Peoria has handled her share of the corn that has moved from the farm and the stations to primary markets. We probably have not been as big advertisers of our natural advantages as some other cities have, but those advantages are known to the trade in general and all visitors to our city go away with the impression that they have seen a city of 100,000 people with apparently the biggest future of any city of that kind in the country and they are not slow in expressing opinions of that kind.

In the foregoing there perhaps is not much that is new to well posted people in the grain business



CHIEF GRAIN INSPECTOR TOMPKINS

but we do not feel that the case has been overstated. Our advice is to the trade in general and especially grain men in nearby states to come to Peoria May 6 and 7, and see not only one of the greatest grain markets in the world but to see a real city one that is live and wideawake and up-to-date in every respect.

PEORIA, THE CITY OF BUSINESS AND BEAUTY

If the weather is at all propitious, and it seems as if the skies would be exhausted of their rain supply by that time, many dealers will motor to Peoria, and they will find, as they approach the city, that they travel roads like boulevards. And after they arrive they will be glad they brought the little old bus, for the city is famous for its boulevards and drives and there are many beauty spots well worth traveling far to see.

Motoring, too, is the best way to visit Peoria's great industries. Some of the largest grain consuming plants in the country are located here and in most of them the latch string will be out to visiting grain men.

The American Milling Company mill, which burned last January, is now being reconstructed and will be ready to take your corn of the coming crop. The elevator tanks were not destroyed in the fire, and these may be seen intact, rising from the surrounding busy scenes of construction activity.

The Conover-MacHenry Elevator Company will have their new 600,000-bushel elevator under way near the terminal yards of the Peoria & Pekin Union, west of Center Street. The ground is owned by the E. B. Conover Grain Company of Springfield, and is sufficient to accommodate any additions which may be needed in the future. The house is being constructed by the Burrell Engineering & Construction Company of Chicago, and will be of reinforced concrete throughout, and with a

handling capacity of 160 cars in 10 hours. This elevator, too, will be ready in the fall to supplement Peoria's excellent facilities. Its motors, the power of the new house will be electric, will keep the machinery moving in what will undoubtedly be one of the finest houses for its size in the Middle West.

Perhaps you will want to visit the Burlington Elevator which has a capacity of 1,000,000 bushels, many of them, no doubt, having been your own. This house is 130 feet long and 87 feet 6 inches wide, built on the old style with a cupola running the length of the building. A storage house adjacent to the elevator is connected by overhead and underground conveyors of large capacity. The handling equipment is modern and rapid and will prove of interest.

The Iowa Elevator is another old timer, the first unit of 500,000 bushels having been built in 1897, and an annex of the same capacity added in 1901. But in spite of its voting age, the house is equipped with every device for efficient handling and cleaning of grain, including a Hess Drier of large capacity. It is an iron-clad house and does a large business.

The Central City Elevator of 250,000 bushels capacity is the third public elevator. This also has the most modern equipment consisting of cleaners, clippers and fanning machines. These three houses are all accessible to the 14 railways that serve Peoria, which is one of the reasons why the city occupies so high a place as a grain consuming and distributing point. It also accounts in large measure for the manufacturing which centers there. Another reason of course, is its proximity to the coal fields, which makes the fuel problem at Peoria so small compared with most manufacturing towns. Those who are interested

cause in their minds, fresh and green, are the pleasant memories that they carried away from Peoria in 1915, after the memorable convention of the National Association which was held in the city, and made so deep an impression on the mind of every visitor.

OUR HOSTS

The Peoria Board of Trade will be the official hosts of the convention, although the city has the habit of constituting itself a committee of the whole to see that visiting delegations are properly entertained, and as a consequence they always are. But with the Board at the helm there will be no question that the convention will be successfully managed in every particular.

The present officers of the Board of Trade show how the young blood in the grain trade is following the competent footsteps of its fathers, and proving the effect of heredity and training.

A. W. Harwood is the new president of the Board. Although a young man, he has had a fund of experience having been brought up in the grain trade. He is the son of A. N. Harwood of the Chicago firm of Carhart, Code, Harwood Company, and was for some years connected with that company, before associating with E. H. Young in the Harwood-Young Company at Peoria. Mr. Harwood, of course, will be the directing head and moving spirit of the hospitality that is offered, and those who know his enthusiasm and ability are confident of the result.

F. L. Wood, with C. H. Feltman, and William S. Miles, of the celebrated Miles tribe, are vice-presidents. Both are well known and have been showing their capacity for leadership for some time. Mr. Miles is with P. B. & C. C. Miles, one of the most highly regarded firms in the Middle West.

John R. Lofgren has been secretary of the Board



PEORIA BOARD OF TRADE

will find the plants which manufacture steel products, from structural shapes to tractors, extensive and interesting. Cereal foods, alcohol products, paper, earthenware and many other lines of products are made here and the firms are prosperous, as a glance at the banking establishments and the workers' homes will show. A trip about the city will be well worth the time of every visitor whether he come from Illinois or from a far state. And many will come from afar, some because of their close business connection with dealers in the city, others because of what they may learn on the floor of the convention, and some will come be-

for many years, and William C. White as treasurer is also a veteran in the service.

The directors of the Board are H. H. Dewey, A. G. Tyng, W. T. Cornellison, G. C. McFadden, E. R. Murphy, L. H. Murray, Louis Mueller, T. A. Grier, Gus. A. Peterson, and J. M. Van Nays. The Committee on Arbitration is composed of J. C. Luke, J. A. Waring and A. H. Kanne.

Every Illinois dealer can be perfectly sure of two things if he attends the convention: He will learn a great many things that will be of value, perhaps vital to him in his business; and he will have a good time.

J. C. MURRAY
Chicago

NEWS OF THE TERMINAL MARKETS

WALLACE M. BELL
Milwaukee

TIME GOES BACKWARD HERE

In conformity with the change in time in the United States on March 31, the Winnipeg Grain Exchange has advanced its trading time one hour, the Exchange now opening at 8:30 and closing at 12:15 every day except Saturday when the hours are 8:30 to 11 a. m.

GRAIN SHIPPERS ELECT OFFICERS

At a meeting of the Minneapolis Grain Shippers Association, held at Minneapolis, Minn., early in April, Frank J. Seidl was elected president; J. Grimes of the Cargill Commission Company, vice-president; William E. Mereness of the G. E. Gee Grain Company, secretary and treasurer. H. J. McCarthy and E. W. Ehlert were elected members of the Executive Committee.

FIRM MARKET AT INDIANAPOLIS

"Our market has been firm on corn for the past few days, with a better demand for white corn, and is now selling at a premium of about one cent over yellow. The demand is rather limited and the best outlet at the present time is for Southern shipment.

"Receipts have increased, and we would not be surprised to see a further decline in cash premium.

"We are having an excellent demand for oats also for Southern outlets."—*McCardle-Black Company, Indianapolis, Ind. Special letter of April 14.*

WHEAT IN GOOD DEMAND

"Our wheat market is very firm, with No. 1 red wheat selling today at \$2.73, and while the market is not very active on milling grades, there is an urgent inquiry from out of town mills that are taking all the offerings at full quotations.

"Corn market has been steady with a fair demand. Millers have been active buyers of white grades of corn suitable for milling purposes all the week, but yesterday and today the demand was not quite as active. We are still having a very active demand for oats, both for local and shipping account."—*Picker & Beardsley Commission Company, St. Louis, Mo., Special Letter of April 12.*

BOOSTS INDIANAPOLIS

"Our receipts for the past week have been 421 cars of corn and 130 of oats. The average corn prices are 2 cents under the option f. o. b. Illinois points on the No. 3 corn and 4 cents under on the No. 4 corn.

"On account of being an interior point, and the best reconsigning market in the country we have had a good demand for all grain coming in. Receipts have increased in the last few days. Situated as we are, Indianapolis is the ideal market to ship to, and to buy from."—*P. M. Gale Grain Company, Indianapolis, Ind. Special letter of April 12.*

CORN AND OATS AT PITTSBURGH

"Receipts of corn have been light but sufficient to take care of the very small requirements of the trade at this time. Elevator stocks here are light and a better feeling exists among the trade regarding this commodity. Values are closer in line with Western asking prices than for several weeks.

"Oats have been in fair supply, with a better demand prevailing the past week than for some time. Elevator stocks have been moving out fairly well and have decreased considerably. Buyers generally are taking oats, in preference to corn, as many feeders have virtually ceased feeding corn and have substituted oats. Values here have been following

very closely Western prices. A decidedly better feeling prevails among the trade, owing to the fairly constant demand for this commodity."—*Harper Grain Company, Pittsburgh, Pa. Special letter of April 14.*

ELECTION AT MILWAUKEE

At the annual election of the Milwaukee Chamber of Commerce, Milwaukee, Wis., April 1, the following officers were chosen: President, Harry M. Stratton; first vice-president, H. H. Peterson; second vice-president, Albert R. Taylor; secretary and treasurer, Harry A. Plumb.

Directors: William A. Hottensen, Christian Kurth, Edward LaBudde, John V. Lauer, Major Walter Stern.

Mr. Stratton entered the grain business as a clerk for his uncle, Chas. R. Lull, in 1900. He was a



HARRY M. STRATTON

partner in the firm of Chas. R. Lull & Co. until 1910, when together with P. P. Donahue he formed the Donahue-Stratton Company, of which he is now vice-president. His other business connections are: Treasurer of the Stratton-Ladish Milling Company and vice-president of the Briggs & Stratton Company. The latter company is not in the grain business but is manufacturer of electric equipment for automobiles. He served as a member of the Board of Arbitration, and director and vice-president of the Milwaukee Chamber of Commerce previous to his election to the presidency.

O TEMPORES, O MORES!

"To mention customs and practices of former years is to risk being called 'old-fashioned' and 'out of date,' nevertheless here goes: In former times, when it was reasonably safe to judge ordinary influences and conditions, if anyone interested in a large way in trading in, or the merchandising of foodstuffs publicly made a statement as to their purposes and intentions covering a given future period, the 'trade' would at once 'copper' that information, and in most instances would be right in that view. The large majority of merchants interested in the handling of foodstuffs would be deeply grate-

ful now for real information as to whether tonnage will be available to move these vast quantities of foodstuffs to European countries where undoubtedly much is needed to cover most urgent necessities. As a result of latest official statements the American public will pay still higher prices for what it needs, in the face of a superabundance of supplies except corn and beef to cover any possible home requirements. The belief in some circles is still, that there will be carried over into the new crop a liberal surplus of wheat, of flour, of oats, and of rye and barley."—*Pope & Eckhardt Company, Chicago, Letter of early April.*

OATS TO HAVE GOOD DEMAND

"A great deal of new investment buying has appeared in oats, largely on account of the cheapness compared with corn and other grains. Meanwhile, receipts are running light and expected to run still lighter on account of cars being used for corn shipments, and this places oats more attractive to buyers, and the fact that it is officially stated that 1,600,000 tons of foodstuffs are to be shipped to Europe in the next 30 days will stimulate a demand for all grains and oats are the cheapest of them all."—*Rumsey & Co., Chicago. From market letter of April 14.*

NO SEASON LIKE IT

"This has been an exceptional season. Farmers have been dictators. War has made feeding very profitable. Many corn traders have not diagnosed conditions correctly. There was a 30-cent break in January and a 50-cent bulge later. Never anything like it. Argentine raises less than Iowa, but generally exports more than the United States. They are shipping some now, but labor troubles have delayed exports. Our visible stocks continue very small and markets congest easily. Receipts are expected to increase next week. Realize on bulges."—*C. A. King & Co., Toledo, Ohio. From special market report of April 14.*

NOT THE GRAIN TRADE'S FAULT

"If Bolshevism is spreading rapidly in Europe, whose fault is it? Certainly not that of the grain and provision trade, who did their share in providing the necessary food where it was quickly available. It can be laid squarely at the doors of the various governments, with short-sighted ideas in distributing. If the food is actually needed let boats be provided. Sweden needs some food. But it is sending its boats to Argentine for that cheap wheat and corn, and passing up the United States on account of the big price demanded."—*From April 12 issue of Rosenbaum Review, Chicago, Ill.*

THE FUTURE OF WHEAT

"We find a great many people expect the Government will be obliged to sell the new wheat crop at considerably lower than present prices, but these people may be 'all wrong.' Everything depends upon the size of the carry-over from the 1918 crop; the demand from home mills and from foreign countries. Just now it looks as though we would go into the new crop with very little old wheat, and the fact that soft winter wheat is selling as high as \$2.72 in some of the Western markets, and 10 to 15 cents lower elsewhere, indicates in a way that the first movement of winter wheat will be met by an extraordinary demand from home mills, and probably at prices above the guaranteed price. Then if the foreign demand is heavy, or if the movement

is delayed, either by railroad congestion or farmers selling slowly, Uncle Sam may not be compelled to cut the price to any great extent.—*J. F. Zahm & Co., Toledo Ohio. From Red Letter of April 10.*

VALE! DADDY CLIFTON

Daniel W. Clifton, of the Nanson Commission Company, of St. Louis, Mo., and universally known as "Daddy" Clifton, is no more. He passed away the latter part of last month, as the spring was approaching. It was a fitting epilogue, a seasonable time for crossing. For, although the same allotment of vigorous winters fell as it does to every mortal, "Daddy" Clifton lived his business and so-



THE LATE DANIEL W. CLIFTON

cial life wholly in the spring time. He was a man of infinite charm, of kindness and friendliness, and at the same time, during a long and busy life on the St. Louis Merchants Exchange, standing out for those broad principles of commercial conduct which are the foundations of all institutions that hope to endure.

Daniel W. Clifton was born in Perry County, Missouri, July 13, 1836. He died at his home in St. Louis, March 21, 1919. He removed to St. Louis when a boy of 13 years, where he lived for 69 years. He was connected with the Nanson Commission Company for 25 years, in the hay business since 1862, and had been a member of the St. Louis Merchants Exchange for 47 years.

At the fifth annual convention of the National Hay Association held at Buffalo, N. Y., in August, 1908, "Daddy" Clifton was elected president and each of the 25 conventions of this Association found him a regular attendant and a prominent promoter of its welfare.

ST. LOUIS GRAIN REVIEW

"The receipts of wheat here have been fair, although the soft red wheat is getting to be a very scarce article. We sold soft red here as high as \$2.76 Thursday and there were no sales reported yesterday but everything is being taken at advanced prices every day. Wheat conditions for the new crop were never better. We think it would be wise for anyone having soft wheat to allow it to come forward at the very earliest possible moment.

"Corn has been in fair supply and the receipts principally from central Illinois. No Iowa or Western corn has moved to this market. It looks as though we will get a very light run of corn after this present run is over. Prices have been fairly well maintained, although the demand is very slow. White corn has gone to a premium over the yellow the past week, due to the announcement that the Government will buy corn flour and meal for Allied shipments.

"Oats are meeting with a good demand here and have held steady all through the week, No. 3 white selling at 69½ to 70 cents. There are very light

stocks of oats in the South, Southeast, and Southwest, and while we are not expecting any great big bulge in the market on either corn or oats, we think these prices will be fairly maintained for the next 30 days."—*Elmore-Schultz Grain Company, St. Louis, Mo., market review of week ending April 14.*

CORN ADVANCE EXPLAINED

"Notwithstanding that we and others at and before the armistice was signed repeatedly called the trade's attention to the fact that a termination of hostilities would result in an enormous increase in consumption, which in turn would be reflected in higher values, the publicity and space which the press is now devoting to the European food shortage and reiteration by Food Administration and packing-house officials regarding the urgent necessity of increasing food shipments in order to prevent starvation, maintains and stimulates buying power. The fact that the advance of 40 cents in value is based on the above, is apparently being given little thought, and will doubtless have little effect as long as hogs sell at an attractive feeding basis, cash corn continues to command a premium and requirements are sufficient to absorb daily arrivals."—*Logan & Bryan, Chicago, Ill., from Market Letter of April 14.*

G. E. NEWMAN GOES TO TOLEDO

After May 1 the grain business at Toledo, Ohio, of Rosenbaum Brothers, of Chicago, Ill., will be conducted under the management of G. E. Newman, whose likeness is presented herewith. Mr. Newman has been with Rosenbaum Brothers since 14 years of age, starting in as office boy immediately after leaving the grammar school, then as clerk in the cash grain department, followed by several years of traveling for the firm in which he reached all sections of the country. More recently he has acted as salesman "on 'Change" in corn and oats.

The Toledo office is one of the important branches of the Rosenbaum firm. Mr. Newman will have his offices in room 806, Second National Bank Building



G. E. NEWMAN

and besides managing the Lake Erie Elevator will solicit consignments of grain for Toledo and also conduct a general grain and feed business. The latter will include the "Vitality," "Rosebro," and other brands of feed manufactured by the company's new feed mill.

Mr. Newman was born in Charleston, Ill., January

7, 1888, but as his parents removed to Chicago when he was six years of age he has passed the greater part of his life in Chicago. This city, and its grain trade as well, will recommend him to Toledo as a good citizen, and one who will help to promote the city's upbuilding and growth as a grain center.

YOU GOTTA HAND IT TO CORN

"Corn has shown wonderful ability to maintain high price levels. Corn visible is very small. Corn is mixed up in the general commodity price situation. On theory—all prices should be lower. The fact is—lower price levels have not arrived. Those who expected an early readjustment to pre-war levels have been disappointed. Highest wheat prices in Civil War period were made three years after the war closed. Europe's needs are enormous. Early signing of peace would open up trade with Central Powers and presumably greatly increase demand for foodstuffs from this side."—*Southworth & Co., Toledo, Ohio. From weekly market review of April 14.*

TENTATIVE GRADES OF OATS

There was a joint meeting held in the directors' room of the Chicago Board of Trade on the afternoon of April 7, of the Grain and Rules Committee and cash grain handlers at which it was decided to suggest to the Board of Directors tentative grades of oats as regular for delivery on future contracts. It was proposed that No. 2 white be the contract grade under the new Federal inspection which becomes effective on June 16 with No. 1 white at ½ cent premium and No. 3 white at 1½ cents discount. If the Illinois State Utilities Commission accepts the new Federal grades, and the Chicago Board adopts the change it will necessitate trading in new and old style July and September contracts.

THE PEORIA SITUATION

"Although receipts of corn have increased materially during the past week, prices show very little change, due to the fact that most of the arrivals had already been placed. There has also been a moderate demand for shipment and one of the largest industries here has been buying heavily. After the present run of corn is over, we look for much lighter receipts and would not be surprised to see prices work higher.

"Receipts of oats have also increased considerably but prices show some advance, the demand from Southern territory being quite active. Oat seeding has been about completed through this section."—*Mueller Grain Company, Peoria, Ill. Market letter of April 14.*

TERMINAL NOTES

Charles E. Lewis & Co., grain and stock firm of Minneapolis, Minn., recently closed their St. Paul office.

J. C. Atkins is making arrangements to represent the Atkins-Remund Grain Company of Minneapolis, Minn., on the road.

Edward Barrows is again with William Dalrymple on the Duluth Board of Trade after a year's absence spent in military service.

F. S. Lewis & Company of Chicago, Ill., are making arrangements to open an office at Winnipeg, Man., with Forbes A. Clark in charge.

C. T. Mears of the Itaska Elevator Company of Duluth, Minn., returned home recently from a trip among the grain trade in Central territory.

W. A. Gardner, well-known Western grain man, is now representing King, Farnum & Co. in New York City, with headquarters at No. 5 Nassau Street.

E. F. Richards, of John T. Fahey & Co., grain receivers and exporters of Baltimore, Md., was a business visitor among the Western grain trade early in April.

At a late meeting of the new Export and Import Board of Trade of Baltimore, Md., Austin McLennan was elected president of the Board, George M. Shriver and Thomas E. Cottman, vice-presidents; John B. H. Dunn, treasurer; H. Finley French, sec-

tary. William H. Hayward, Walter B. Brooks, I. B. Mills, B. H. Griswold, Carl R. Gray, R. A. McCormick and George S. Jackson form the Executive Committee.

Ensign Samuel McCleary of the firm of A. Judson Stites, grain brokers of Philadelphia, Pa., has been released from the navy and is again on duty in the home office.

Harry J. Smith, who has been associated with the Food Administration Grain Corporation at Kansas City, Mo., has joined the Aylesworth Grain Company of that city.

The Godfrey-Blanchard Company, grain merchants of Minneapolis, Minn., will open a branch office at Milwaukee, Wis., on May 1. It will be in charge of Guy Blanchard.

Corporal John J. King, Company A, 101st Engineers and a member of the grain firm of Eugene McDonald, Boston, Mass., arrived home April 1 after a year and a half of overseas service.

E. S. Thresher, formerly in the Reserve Aviation Corps, has joined the Thresher-Fuller Grain Company of Kansas City, Mo. His father, R. J. Thresher, is president of the company.

The Staley Starch Works of Decatur, Ill., which have been closed for about two months, announced their reopening the middle of April. They will grind about 25,000 bushels of corn daily.

Friends of S. J. McCaull of the McCaull-Dinsmore Company of Minneapolis, Minn., are glad to learn he is recovering rapidly from his late operation in Mayo Hospital at Rochester, Minn.

The Halliday Elevator Company of Cairo, Ill., knows that March winds blow keenly, therefore last month they mailed their friends a souvenir clothes brush for spring dust-eliminating purposes.

The South Dakota Grain Company, operating a line of country elevators in South Dakota, have moved their general offices from Parkston, S. D., to the Grain Exchange Building, Sioux City, Iowa.

George F. Munson, chief grain and hay inspector of the Cincinnati Grain and Hay Exchange and connected with the Cincinnati market for very many years, has been appointed deputy weighmaster of the Exchange.

The Brouse-Skidmore Grain Company of Cincinnati, Ohio, has removed its general offices from the Fourth National Bank Building to their recently acquired elevator and warehouse property at Sixth and Carr Streets.

McCarthy Brothers Company of Minneapolis, Minn., have established a branch grain commission business at Chicago, Ill., with offices at 621 Webster Building. S. C. Harris, from the firm's Duluth office, is in charge.

Lipsey & Co., a grain commission firm on the Chicago Board of Trade, failed recently. The firm was incorporated with \$50,000 capital. Liabilities are estimated at \$100,000 with assets at less than half that amount.

E. W. Wagner of E. W. Wagner & Co. of Chicago, Ill., was recently admitted to membership on the Kansas City Board of Trade and a branch office has been opened there with the Hudson Grain Company as correspondents.

F. J. Anderson, president of the Winnipeg Grain Exchange, will go overseas to join Dr. Magill as representatives of the Exchange at the Allied trade conference, where arrangements will be made for the handling of the 1919 crop.

The Kansas City offices of Ware & Leland of Chicago have been recently enlarged and remodeled, adding greater convenience and facilities. They are on the fourth floor of the Board of Trade Building and conducted by J. B. Bracken.

An important meeting was held recently at the Montreal Board of Trade, at which there were present representatives of the Winnipeg, Fort William, Toronto and Montreal Grain Exchanges. The meeting represented the largest associations in the grain trade in Canada, and had been called to consider the situation of the grain trade next year, particularly as to the desired removal of all Government restrictions on grain trade and prices both in

Canada and abroad. Steps were also taken for the tentative formation of an association of the Grain Exchanges of Canada, to deal with matters of national importance in connection with the grain trade.

The Burns Grain Company of Buffalo, N. Y., have mailed their friends a full-sized wall hanger with the official grain standards of United States for oats as provided in Service and Regulatory Announcement No. 46, effective June 16, 1919.

The Bingham-Scholl Grain Company have completed arrangements to build an additional 25,000 bushels storage at their elevator at Third and Front Streets, Cincinnati, Ohio. The firm has also elevator facilities at Indianapolis and Louisville.

The sixty-first annual report of the Board of Trade of the City of Chicago has been issued by Secretary John R. Mauff. It is one of the finest and most complete reports ever issued and contains interesting statistics on grain, livestock, crops and prices.

The first anniversary of the Cincinnati Grain and Hay Exchange of Cincinnati, Ohio, as an independent organization was celebrated April 1 and plans were made to hold a public celebration of the event on May 21, on which occasion suitable ceremonies will be observed.

The announcement has just come to his friends and relatives that the Distinguished Service Cross was awarded to Lieutenant Charles Kickham Templeton, former grain man and member of the Chicago Board of Trade, for extraordinary heroism in action.

Herbert Sheridan, who has been connected with the Baltimore office of the Food Administration Grain Corporation since 1917, has resumed his duties as traffic manager of the Baltimore Chamber of Commerce. S. Stewart Henderson, who has acted as traffic manager, has been appointed assistant traffic manager.

Jack Patten, son of James A. Patten of Bartlett Frazier Company, Chicago, recently returned from a two years' service in France. He was at first sergeant in charge of an ambulance for the Red Cross, and later studied at an officers' training camp, where, at the time of the signing of the armistice, he was in line for a commission.

Dissolution of the Corn Products Refining Company of New York and Chicago has been ordered by the Federal Court. The corporation, which is capitalized at nearly \$80,000,000, is permitted to retain its three largest factories at Argo and Pekin, Ill., and at Edgewater, N. J., and must dispose of

its plants at Chicago, Granite City, Ill., Davenport, Iowa, Oswego, N. Y., and Jersey City, N. J. These factories, when sold, will reduce the corporation's daily grinding capacity by 35,000 bushels.

The grain table "on 'Change" on the Baltimore Chamber of Commerce of E. Steen & Bro. was a recent object of interest to everyone on the floor. An artistic and patriotic display was made of an American flag made from grains of corn. Blue grains formed the field of the flag, yellow grains the stars, red and white the stripes, and yellow formed the staff.

The Producers Grain Company of St. Paul, Minn., is a new terminal commission company organized in connection with the new Producers Elevator Company, which plans to operate country elevators. The grain company has the same capital stock, \$50,000, and the incorporators are the same: G. A. Lave, T. V. Sullivan, both of St. Paul, and James B. Sullivan of Minneapolis.

The following well known grain men will represent the St. Louis Merchants Exchange at convention of the Mississippi Valley Waterways Association to be held at the Statler Hotel, St. Louis, April 17 and 18: John L. Messmore, chairman; Al V. Imbs, Fred W. Seele, Thos. B. Teasdale, F. B. Chamberlain, Marshall Hall, Harry H. Langenberg, Geo. F. Powell, J. C. C. Waldeck, Jos. T. Newell, Claude A. Morton, Harry W. Daub.

A trustee has finally been appointed to close up the affairs of L. E. Slick & Co., Inc., which company was operating a large mill and transfer elevator at Bloomington, Ill. This company was forced to discontinue business about 10 months ago on account of a disagreement of its stockholders as to the financial arrangements. Since the trustee has been appointed L. E. Slick, who was formerly manager, has opened offices in the Livingston Building and entered into a cash grain business for his own account. Mr. Slick is an old-time grain man of Bloomington, having been buying grain in the present locality for about 25 years, and is well known throughout the state. He has retained his former connections in all Southern and Eastern markets and will endeavor to give the grain shippers of Illinois the old-time standard of service that he was furnishing them before entering into the milling business. Mr. Slick is largely interested in the farming industry, owning about 1,800 acres of the best farming land in McLean County, and his knowledge of farming conditions throughout the State should enable him to be well posted in all the grain markets as well as to the conditions throughout the country.

TRADE NOTES

Very elaborate plans have been made for a machinery exhibit to be held in connection with the annual meeting of the Community Millers Association to be held at Louisville, Ky., May 19-24.

E. J. Dalby is now representing in the Northwest, The Wolf Company of Chambersburg, Pa. He has established his headquarters in 937 Metropolitan Life Building, Minneapolis, Minn. Mr. Dalby formerly represented the Allis-Chalmers Manufacturing Company in Northwestern territory.

The Trapp-Gohr-Donovan Company of Omaha, Neb., announces in this issue the Trapp Auto Grain Dump. It is a modern equipment for a modern conveyance and can be installed without rebuilding or remodeling the present wagon dump. Full information, prices, etc., will be mailed on request.

We have received a new booklet on Randolph Grain Driers, just published by the O. W. Randolph Company of Toledo, Ohio. Illustrations and descriptions are given of the Randolph Direct Heated Drier, Randolph Double Stand Direct Heated Drier, Randolph Direct Heating Systems, and Randolph Steam Driers. The driers are built in units of

from 80 to 800 bushels capacity per hour and operated on the continuous flow plan. A list of some of installations of Randolph Grain Driers is given besides testimonials of very many firms as to the excellence of their work.

William Ebert, who has been for the past 19 years with the Barnard & Leas Manufacturing Company of Moline, Ill., has become associated with the Sales Department of the B. F. Gump Co., of Chicago. Mr. Ebert's experience extends over a period of 42 years wholly passed in grain elevator and flour mill work.

The Huntley Manufacturing Company of Silver Creek, N. Y., has announced that the J. J. Ross Mill Furnishing Company of Portland, Ore., and Seattle, Wash., will represent them as their agents for the Pacific Northwest. They will carry a full line of Monitor Grain Cleaning Machinery, Dust Collectors and other special Monitor machines.

The Burrell Engineering & Construction Company has been awarded the contract for engineering and construction of a complete 500,000 bushel storage and modern work house to be erected at Peoria, Ill., for the Conover-MacHenry Elevator

Company. The builders say that the contemplated plant calls for the last word in modern machinery and equipment. The plant will be completed and ready for this year's grain. Construction work has started.

R. H. Varney, manager of the Great Western Manufacturing Company of Leavenworth, Kan., in a recent interview stated that he looked for an unusual activity in the grain elevator and mill supply business as soon as it is learned how the Government is going to handle the 1919 crop. The company has operated its Kansas City branch for a quarter of a century and does a very extensive business all through the West and Southwest.

J. N. Adler, who was connected with the Chicago office of the Invincible Grain Cleaner Company of Silver Creek, N. Y., until entering the army about a year ago, has returned from service and taken the management of this important branch of the well known grain cleaner manufacturing firm. Mr. Adler has his headquarters in the Webster Building, 327 South LaSalle Street, Chicago, and his territory includes Illinois, Wisconsin, Iowa and a part of Indiana.

A very comprehensive catalogue on "Flour Mill Machinery, Corn, Cereal, Feed and Alfalfa Machinery" has just been issued by The Wolf Company of Chambersburg, Pa. It was compiled by A. B. Hess, advertising manager of the company, who has presented artistically and very exhaustively

wheat, 42 had the grade raised and 19 were lowered. On 7 the dockage was changed.

In a shipment of 79 cars from Milwaukee 59 were unchanged by the Baltimore inspection, while of the 20 cars that were changed 7 were because of difference in grade and 10 because of dockage. Minneapolis shipped 403 of the 2,018 cars reported on at Baltimore and of the 403 cars 387, or 96 per cent, were unchanged by the Baltimore inspection. One car in this lot was changed on grade and 15 on dockage.

Summarized, the comparative results of the inspection between the several markets, including the previously reported shipment of 102 cars of wheat from St. Louis, were as follows, comparisons being between point of shipment and inspection at Baltimore:

From	Cars	No Change Cars	Per Cent
St. Louis	102	102	100.0
Chicago	400	345	86.4
Chicago	1,034	927	89.5
Milwaukee	79	59	74.3
Minneapolis	403	387	96.3
Total	2,108	1,820	
Average percentage of uniformity			90.1

THE SEASON FOR GRAIN DRIERS

This is the time of the year when a great many grain companies are building new elevators or enlarging the old ones and with their past experience in losses on grain of high moisture test, they have

This drier is installed where elevators or mills are operated by oil, gas or electricity, as the drying plant is complete within itself. The drier can be so installed that the operator can receive grain directly from the farmer's wagon, dump it and shell it and elevate it to the drier and return it to the loading bin or car without any extra help being employed. The temperature in this drier is automatically controlled by a thermostat which works directly on the furnace. Thus it is possible to maintain any degree of temperature desired, regardless of the outside weather conditions, for treating wheat, corn, oats, barley, rye, beans and seed corn.

The third illustration is the same drier with the exception that it is built so that the drier and cooler are placed upon the same level in order to accommodate elevators and mills of low construction. This, of course, requires one extra elevation, but has been found very efficient in operation.

It is asserted that there is no drier that can operate as cheaply as a direct heated drier. The reason for this is that all of the gases from the fuel are consumed. In fact, 98 per cent of the heat units are used. These hot air machines will sweeten musty, mouldy and sour grain and destroy weevil in wheat.

These driers are made in all sizes from 80 bushels to 800 bushels per hour capacity, capable of removing as high as 12 per cent of moisture on a continuous flow one time through the drier. All



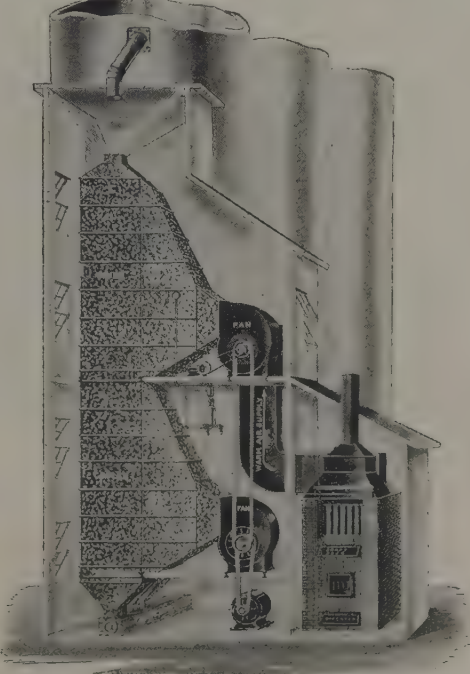
RANDOLPH DRIER OPERATING ON LIVE STEAM

the line of grain elevator and flour mill machinery manufactured by this well known Chambersburg house, as well as the staunch character as the basis of every machine.

UNIFORMITY OF WHEAT INSPECTION BETWEEN MARKETS

Of 2,018 cars of wheat shipped from four Western markets to Baltimore and graded by licensed inspectors under Federal standards, 1,820 cars, or 90.1 per cent, were graded the same at Baltimore as at point of shipment, according to a recent report of the Bureau of Markets. A recent shipment of 102 cars of wheat, inspected at St. Louis by a licensed inspector, was given the same grades when again inspected by a licensed inspector at Baltimore.

A lot of 400 cars of wheat inspected out of Chicago by licensed inspectors showed 345 cars with grades assigned in Chicago in no way changed by inspection in Baltimore. Of the remaining 55 cars the grade was changed on 33, while on 22 cars only the dockage was changed. In another lot of 1,034 cars from Chicago, 927, or 89.5 per cent, were not changed by the Baltimore inspection. Of the 107 that were changed 39 were because of the class of



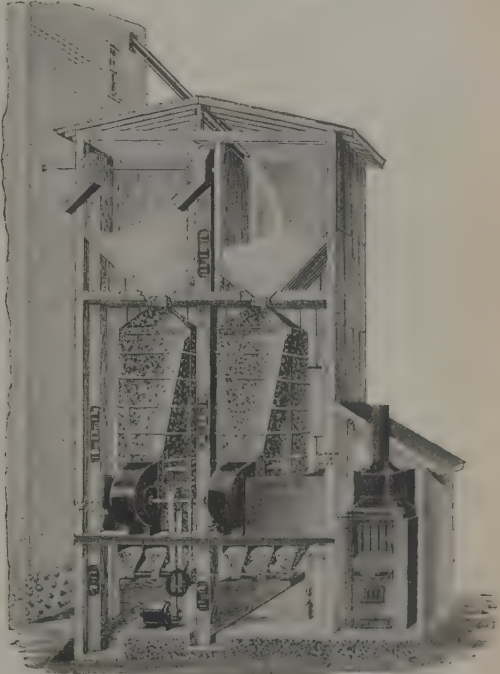
RANDOLPH DIRECT HEATED DRIER—TWO LEVELS

come to realize the necessity of the modern grain drier. We are illustrating here three types of the Randolph Grain Drier manufactured by the O. W. Randolph Company of Toledo, Ohio.

The first cut illustrates a drier that can be operated by live steam or exhaust steam. This drier is so constructed as to save from 15 to 20 per cent of horsepower on the boiler over old constructions of driers, using but one base to each set of coils to form the heater and the reheater coils before going into the drying chamber and passing through the grain.

There are a great many other features connected with this type of drier that would require too much space to explain. It is a continuous flow drier, the grain entering the top of the drier damp and being discharged at the bottom ready for milling, shipping or storage. The drier is equipped with agitators on the bottom that keep the grain in a continuous flow at any number of bushels the operator may desire.

The second illustration shows the Randolph Direct Heated Drier which is operated by two fans from a furnace that is furnished with the equipment, so that it requires no boiler and can be operated independently of the other part of the elevator or mill.



RANDOLPH DIRECT HEATED DRIER—ONE LEVEL

of the Randolph Driers have been passed by the insurance companies and will not add any hazard to the elevator or mill installing them.

The O. W. Randolph Company of Toledo, Ohio, which manufactures these driers is issuing an illustrated booklet which can be had by writing the company at Toledo, Ohio. This booklet should be of great interest to all elevator managers and constructors contemplating the installation of drying facilities in their plants.



IT'S A BUMPER. THE WHEAT CROP —Orr, Chicago Daily Tribune.

NEWS LETTERS

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

H. M. STRATTON, the new president of the Chamber of Commerce of Milwaukee, starts out under the most auspicious circumstances. After his name was proposed at the caucus, no other candidate was disposed to shy his hat into the ring, so popular has Mr. Stratton become.

When asked concerning his policy for the coming year, Mr. Stratton stated that he would not state any particular program, feeling that there is no pressing local problem which calls for settlement as far as grain men are concerned. The grain men of the city, however, predict that when there is something to be done, Mr. Stratton will be found on the job. Noted for his energy and activity in prosecuting his own work, his efforts for the good of the Chamber as a whole are sure to be great.

Mr. Stratton shows the disposition to demand the counsel of all the best heads in the grain business. He declares that within two weeks he will call a meeting of the Building Committee, or members' council to talk over the project of a new building for the Chamber of Commerce. With enormous grain crops in prospect, with new grain firms coming to Milwaukee, or organizing here every year, the growth of the Milwaukee grain exchange is sure to continue. The grain men have already been badly hampered for lack of space. Many of them have been compelled to move to adjacent office buildings and even to quarters several blocks away, to get the necessary room for their activities.

Grain men generally assert that there is a great and growing need for a new building, but there may be doubt as to the wisdom of financing such a structure now. President Stratton proposes to have the whole question threshed out by the Building Committee.

Mr. Stratton is vice-president of the Donahue-Stratton Company, one of the leading grain firms of the city. He is also vice-president of the Briggs-Stratton Manufacturing Company and treasurer of the Stratton-Ladish Company which is erecting at the present time one of the largest milling plants in the city. Mr. Stratton has held a number of offices in the local Chamber, among them the vice-presidency. He has also been a member of various important committees. He was elected to membership in the Chamber of Commerce in 1903 and has always taken a keen interest in everything concerning the work and efficiency of the Chamber.

The other officers chosen at the annual election of the Milwaukee Chamber of Commerce were: First vice-president, H. H. Peterson; second vice-president, A. R. Taylor; secretary and treasurer, Harry A. Plumb, who has held this office for many years; Directors, W. A. Hottensen, C. Kurth and E. La Budde; Board of Arbitration, two year term, John W. Jouno, and Glenn M. Rankin; one year term, L. J. Beck; Board of Appeals, P. P. Donahue, H. W. Ladish and J. W. Mander. The three latter are all former presidents of the Milwaukee Chamber.

A. W. Goetz, one of the old time, well known members of the Milwaukee Chamber of Commerce, is dead. Recently he had been a resident of Minneapolis.

Thomas E. Clifford, John N. Weinand, Jesse H. Ridge and E. O. Wright are among the new members of the Milwaukee Chamber of Commerce.

Milwaukee has had the honor of organizing the movement to get all the Great Lakes shipping interest organized to put lake traffic on the basis of what it was before the war and enlarge the trade as far as possible.

Milwaukee interests called this conference of all the Great Lakes shipping interests, and most of the cities in or near the Great Lakes responded. As a result of this meeting there was organized the Great Lakes Commerce Association of which William George Bruce, the secretary of the Association of Commerce, was chosen the first president.

One of the main speakers at this conference was Senator Lenroot of Wisconsin. He discussed in some detail the question of building canals so that large ships will be able to pass from Lake Michigan ports to the Atlantic Ocean. He declared that the proposition could be carried out and that negotiations are now under way with Canada to arrange for the work.

He startled his hearers when he stated that the new ocean route would cut down the cost of shipping grain to Europe by 5 cents a bushel.

Senator Lenroot stated that the new canal to the sea would mean more to the prosperity of the Middle West than any other project yet proposed. He declared that if the new waterway is completed, it will make the lake ship ports the greatest in the world, displacing the big Atlantic seaports of the United States. Consequently the chief opposition would come from the great port interests on the Atlantic Seaboard.

A new grain firm will open in Milwaukee about May 1, in the New Insurance Building—the Godfrey Blanchard Company of Minneapolis. The Milwaukee office will be in charge of Guy Blanchard, one of the members of the firm. The two other leading members of the firm are L. D. Godfrey and R. J. Godfrey. A general commission business in grain will be conducted.

A Milwaukee miller says it is futile to expect cheaper wheat and nickel loaves of bread for a long time to come. Milwaukee grain men talked for a time of the possibilities of \$1 wheat as soon as the Food Administration stopped price fixing. Now, the sentiment is that wheat is likely to stay high for some time to come, at least until the great volume of new wheat comes in and perhaps much longer if the foreign demand for grain takes up all of the surplus production of the United States.

Wisconsin shows large stocks of barley, the most recent figures indicating a supply of 9,898,000 bushels as compared with 4,800,000 bushels for the same time a year ago. This suggests a gain of 100 per cent over the supplies of 1918, and gives evidence that grain men may still expect extensive marketing.

Milwaukee is growing as a center for the receipts of wheat, the present crop year having shown arrivals of more than 14,000,000 bushels as compared with about 3,000,000 bushels in the same period for the previous season. This means a quadruple increase in the marketing of wheat at Milwaukee.

N. A. Rahte, agent for the Lehigh Valley Transportation Company in Milwaukee, announces that he has information from the Railroad Administration that a fleet of five freight boats will be operated this season from Lake Michigan ports to Buffalo, New York.

The lake rates indicated for this season are 3½ cents a bushel on wheat and 2¼ cents a bushel on oats from Michigan ports to Buffalo and 4 cents on wheat from Lake Superior ports to Buffalo. The Railroad Administration is expected to have charge of the lake shipments as previously.

There has been discussion of grain men in Milwaukee many times as to the efficacy of the Government's weather predictions. A. A. Justice, meteorologist at the Milwaukee station, who has investigated the predictions carefully and how they came out, says that the Government weather predictions have been found correct and substantially true in about 90 cases out of each 100. He declares that the weather service is the means of saving millions of dollars annually to the farming and shipping interests of the country.

An extraordinary demand for clover seed is reported among the seed men of Milwaukee despite the enormous prices which are ranging from 30 cents to 48 cents a pound. One of the leading dealers ordered \$25,000 worth of seed by express in order to meet the urgent demand.

Prof. R. A. Moore of the Wisconsin Experiment Station says that immense orders are coming to Wisconsin this season for the fine pedigreed seeds. Orders are coming every day from New York, Ohio, Indiana and Missouri. Shipments to France and Mexico and to other countries are also being made from the Badger State, says Prof. Moore, so that buyers of seeds will have to hurry if they are to get the supply they are looking for.

The April rate of interest has been determined by the Finance Committee of the Chamber of Commerce at 7 per cent, which is the high rate which has prevailed for some time.

That Milwaukee is planning one of the best terminals in the country, a harbor which will be the most convenient ever devised, is the plan of the Milwaukee Harbor Commission, according to Secretary Herman Bleyer. Long breakwaters are to be built and the first contracts for construction will be let

this summer. Channels will be dredged and several acres of land will be made by filling. The new Milwaukee Harbor will start with an expenditure of \$200,000, and when it is finished, it is expected to be one of the finest in the country. The city will provide the funds.

William George Bruce, president of the Great Lakes Commerce Association, has issued a statement on what the new organization should do. He asserts that the lack of ships on the Great Lakes must be remedied. He also argues that lake differentials should be such that they will encourage the use of the lakes for all hauling which can best be done through the medium of boats rather than railroads.

Mr. Bruce is an ardent advocate of developing the railroads and the boat lines together, using the railroads where they can be used to advantage and diverting other traffic to the boat lines on the Great Lakes.

Another plank of Mr. Bruce in promoting lake traffic will be that of fine harbor facilities owned by the public. He argues that every boat line is not able to get its own harbor facilities and that they should therefore be supplied by the public. More and better ships, more and better terminals, and the fairest possible rates, will be the program of Mr. Bruce in connection with the new Great Lakes Association whose growth will be of prime interest to the entire grain business of the Northwest, from farmer to shipper and handler.

Milwaukee shippers are fighting hard against the move to have the Illinois classification taken away from Wisconsin and the Central Freight Association rates substituted. This would increase freight rates as much as 300 to 400 per cent in some cases. Frank Barry, traffic expert of the Association of Commerce, thinks the new classification will not win in the hearings held before the Government authorities.

A strong movement is on foot in Milwaukee to get more railroads. A committee has been organized composed of members of the City Council, the County Board, the Association of Commerce and the Chamber of Commerce, to make plans. A. T. Van Scoy was named chairman of the committee and Wallace M. Bell and P. P. Donahue are members for the Chamber of Commerce. A belt line for Milwaukee and entry in the city for the Soo and Illinois Central Railroads, will be the first objects sought.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE Food Administration Grain Corporation has disposed of its big accumulation of wheat at Kansas City, amounting to nearly 14,000,000 bushels at one time. The bulk has been sold to mills in this zone, Kansas, Oklahoma and Texas, with scattered shipments to all other parts of the country. A moderate amount has been applied on export orders and a few hundred thousand bushels sold on the open market. In two months around 8,000,000 bushels have been loaded out of local elevators, leaving on the first of the month about 5,000,000 bushels. The wheat that has not been shipped is considered the property of mills placing requisitions for it and they have taken over the warehouse receipts and will assume further responsibility for its final disposition. Elevators showed themselves able to load out the wheat as fast as desired and generally faster than cars could be provided. Only one little difficulty arose when the wheat was ordered out. The Food Administration complained at one time that elevators were delaying the movement in order to profit from continued storage charges, but dropped the matter when it failed to provide cars as fast as elevators could load them. Storage charges at Kansas City averaged nearly \$12,000 a day for several months before wheat was ordered out in quantity. In addition to stocks at Kansas City several small lots were held in country elevators in western Missouri and Kansas. This also has been sold. Prices on wheat requisitioned by mills in February were 12 cents over the guaranteed basis and in March 14 cents over. Only Nos. 1, 2 and 3 wheat was applied on mill orders. Some of the off grades that remained and were sold on the open market brought more than the choice grain.

E. O. Moffatt, president of the Moffatt Grain Company, spent last month in Panama, Costa Rica and Cuba.

Fred Vincent, treasurer of the Simond-Shields-Lonsdale Grain Company, wrote recently from Coblenz, where he is doing Y. M. C. A. work with the army, that he probably would be home about June 1.

J. S. Hart, Republican, a lumber and grain dealer of Randall, Kan., has been appointed head of the Kansas State Grain Inspection Bureau, with offices

April 15, 1919

at Kansas City, Mo., where the bulk of the business is transacted. He is also active in politics and at the time of his appointment was a state senator. George B. Ross, the retiring inspector, held the position for over six years and has an excellent record for economy and efficiency.

Two memberships in the Kansas City Board of Trade have sold recently for the high record price of \$12,500, including a transfer fee of \$500. These are the highest prices ever paid for seats in any grain exchange. E. W. Wagner of E. W. Wagner & Co., Chicago, bought the membership of Elick Lowitz and E. S. Thresher of the Thresher-Fuller Grain Company, Kansas City, bought the membership of R. F. Atwood. An Armour Grain Company membership at Kansas City, held by George Vogt, has been transferred to William Leeds of the same firm.

The suggestion, recently made by the Agriculture Committee of the Kansas legislature and the State Department of Agriculture, that farmers be allowed a premium, probably 1 to 3 per cent, for holding wheat on their farms instead of trying to ship the bulk of the surplus early in the season, will probably be adopted in some form, D. F. Piazzek, zone agent of the Food Administration at Kansas City, said. Details will be worked out later. "Last year," Mr. Piazzek said, "the Grain Corporation was anxious to see exactly how much wheat was available and did not discourage early marketing until terminal elevators and railroads were literally swamped, but this year conditions are entirely reversed and the prospective big 1919 crop can be handled to better advantage if the flow of wheat is more nearly normal."

Harry Fowler of the Fowler Commission Company, has been made a major in the Signal Reserve Corps. During the war he served as a captain on the staff of General Squires. He is 28 years old.

Oscar Cook, formerly in the grain business at Galveston, Texas, and Leavenworth, Kan., and more recently with the Food Administration at Kansas City, has been made manager of the Beyer Grain Company.

R. R. DeArmond, formerly a member of the Kansas City Board of Trade with the Russell Grain Company, has been discharged from the army and is back in the grain business. While in France he won the Croix de Guerre and was cited for conspicuous bravery by Marshall Petain.

Little progress has been made toward securing the passage of a bill introduced recently in the Missouri legislature creating a revolving fund for the State Grain Inspection Bureau. According to the bill all surplus funds taken in by the Bureau would be retained and used in increasing the efficiency of the service, instead of being turned over to the treasury. At present a fixed appropriation is made annually, which does not allow any latitude in fixing salaries or increasing the working force when grain receipts are heavy. Grain dealers from all the markets of Missouri have been active in the support of the bill.

A recent report by E. J. Macey, farm agent at Wichita, Kan., says 25 per cent of the wheat in Sedgewick County has been injured by grubworms. This is the only report of damage to winter wheat in the state that has been received, all other sections saying that the condition is the best ever known, not excepting the spring of 1914 when a record crop was raised. The crop will amount to 200,000,000 bushels if weather conditions are normal during the next two months.

Railroads and elevator operators are working under much more harmonious conditions now than at any time since the inception of the Railroad Administration. Small routine matters, especially claims, which elevator men said were not handled satisfactorily or promptly—with the burden of the complaint on the fact the Railroad Administration took advantage of its position of absolute authority—are now being adjusted in about the same manner that prevailed under private ownership.

The Moore-Lawless Grain Company of Kansas City, operators of the Kansas-Central Elevator at Leavenworth, Kan., are contemplating an addition which will increase the storage capacity 400,000 bushels. At present it is 200,000 bushels. Final plans have not been worked out yet.

Wheat receipts at Kansas City in March were small and inadequate for a scattered but urgent demand from nearby mills. The total was 994,950 bushels, compared with 1,291,950 bushels in February and only 64,800 bushels a year ago, when arrivals were the smallest ever reported in one month. Little surplus wheat remains in the territory shipping to Kansas City and the movement is expected to dwindle gradually until new wheat begins to arrive some time in July. Corn receipts, 1,283,750 bushels, were slightly smaller than in the preceding month, but were hardly one-sixth as large as in the corresponding month a

year ago when the total was 6,634,000 bushels. Oats receipts were 1,395,700 bushels for March, about the same as in February, and compared with 151,800 bushels a year ago. Arrivals of kafir and milo were liberal, 383,900 bushels, and barley receipts were light, only 96,000 bushels.

Wheat prices at Kansas City have advanced more rapidly the past few weeks than at any other market. Hard wheat recently sold at \$2.63, or 47 cents over the guaranteed price and red brought \$2.60, the best prices on the crop here. Demand comes almost entirely from small mills that failed to get wheat from the Grain Corporation, either because they could not get it or because they failed to order it. The larger mills have plenty of Government wheat bought at 12 and 14 cents over the guaranteed basis and are taking only an occasional car on the open market for mixing purposes. Elevators are handling most of the orders.

Total deliveries on March contracts at Kansas City were 88,000 bushels of oats and 136,000 bushels of corn.

Harry J. Smith, formerly with Lonsdale Grain Company but who has been assistant to the second vice-president of the Food Administration Grain Corporation since its organization September 17, has accepted the position of general manager for the Aylesworth Grain Company. He did all the buying for the Ad-



BANQUET OF NEW YORK OATS TRADERS

ministration Corporation and became, as he says, so accustomed to a stable market for so long that it is taking time for him to realize prices can go up and down. A. R. Aylesworth, the secretary of the company, will continue his activities for the company. His brother resigned the managership the first of January.

D. H. Kresky has been elected a member of the Kansas City Board of Trade. Mr. Kresky is president and manager of the Gateway Milling Company, manufacturers of high grade feeds. His ticket on the Board was purchased from Sam Hardin.

March found the smallest stock of grain in the hands of Kansas farmers in the last 10 years. Of the large wheat crop of 1918 only 4 per cent remains on the farms that produced them. Only 16 per cent of the corn remains—the smallest amount since the opening of 1914, following the drought of 1913 when less than 1,500,000 bushels were left. Many sections of Kansas have been shipping in corn during the winter. It is estimated that only 3 per cent of the corn was moved out of the county in which it was grown. This indicates the smaller acreage of corn and the home use of much which was grown. With such a small reserve and the reduced acreage, the indications point to a strong advance in price during the year. Only 28 per cent of Kansas oats and 25 per cent of Kansas barley remain on the farms this month.

The fact that the once despised prairie hay sold on the Kansas City market this spring at \$40 a ton is a fair indication of less acreage in wheat next fall. Seed men report that farmers believe the end of high priced wheat is near and are turning more to pastures. The demand for seeds has equaled the supply in this market. All indications are for a smaller acreage in that cereal next year.

A statement by Julius H. Barnes, head of the Government Grain Corporation, that flour made from other grains than wheat will have to be substituted for wheat flour in importation to Europe, was the chief influence in speculative markets in Kansas City early

in April. Removal of restrictions on the packing industries was another important factor in the corn market. Both these factors were bullish. Wheat rose five cents and corn six cents in one day. Kansas City has been leading in the upward movement on account of the scarcity of grain, owing to the fact that the Grain Corporation permitted the grain to be moved too rapidly to preserve a sufficient reserve in this territory for millers.

There has been much demand for all kinds of wheat and corn from Texas during the past month and the feeling of the market has been bullish.

NEW YORK
C. K. TRAFTON - CORRESPONDENT

In response to an invitation from Julius Barnes, President of the U. S. Food Administration Grain Corporation, members of the New York oats trade assembled at the office of the Corporation on April 9. The meeting was called for the purpose of discussing methods of relieving the export grain loading facilities of the port as far as possible from the strain of handling oats intended for local distribution.

It was pointed out that such handling and incidental storage of oats at the Erie and West Shore Railroad Elevators reduces the facilities available for the loading of oats into vessels for shipment abroad. Of the present large stocks of oats in this port, 3,715,686 bushels, according to the latest official figures, a considerable proportion was held by local dealers in the West Shore and Erie Elevators, whereas the exporters had oats located in other positions where they could not be loaded because of the strike among harbor laborers. In short, the oats that were in the West Shore and Erie Elevators where they could be easily loaded for export did not belong to exporters, whereas the oats owned by exporters were stored where they could not be loaded for export. It was therefore obvious that in order to facilitate matters the best method would be a complete turn-about or exchange. Therefore this meeting was held for the purpose of inducing the local dealers with oats in the elevators mentioned to give them to the exporters and accept the exporters' oats in other positions in exchange, which would, of course, permit of export loading.

The necessity of expediting exports was clearly demonstrated by Mr. Barnes, who explained that while estimates of the total handling capacities of all Atlantic and Gulf ports, made less than a year ago, indicated that the maximum that could be put through all the ports in any one month of grain and cereal products was then 1,300,000 tons; whereas the Grain Corporation will be called upon within the next 30 days to load an estimated total of 1,600,000 tons, as the shipment of that amount of food stuffs within the next 30 days is vital to the maintenance of life and order in the famine-threatened countries of central and western Europe.

In order to accomplish this purpose as far as the port of New York is concerned, it was stated that the trade would be expected by interchange and co-operation to reduce the amount of storage space now used in the export elevators to about one-half the present quantity. In short, instead of bringing more oats on from the interior for local distribution, dealers here will endeavor to "borrow" oats from their colleagues who already have oats stored in the export elevators. At the same time, fresh arrivals of domes-

tic grain are to be handled on the "afloat lines," such as the Lehigh Valley, Lackawanna and New York Central.

The trade representatives present were evidently impressed with the need of strict supervision of the use of port facilities in order to carry out the program of the Supreme Economic Council regarding shipments of food to Europe. Agreement was reached to cooperate in every way, private business being adjusted in such a way as to release the greatest possible percentage of the port facilities for export purposes.

One of the topics of conversation among members of the corn goods trade recently was the somewhat vague intimation that a movement was on foot to bring together the large corn milling interests of the country for the purpose of expediting business. As far as can be ascertained at present, the proposition is not yet fully developed.

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Reuben G. Chandler, a former president of the Chicago Board of Trade, and a member of the commission firm of Hulburd, Warren & Chandler, was cordially welcomed recently by his many old friends in the grain trade on the N. Y. Produce Exchange. Mr. Chandler stated that he expects an exceedingly large business in wheat for domestic and export account as soon as restrictions are lifted.

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W. G. La Sauce of the firm of La Sauce, Bissell & Co., local dealers in grain, flour, feed, etc., has taken over the membership in the New York Produce Exchange which formerly stood in the name of his partner, Karl H. Bissell.

* * *

Now that the big bull campaign in May corn seems to have culminated, many of the leading longs apparently having unloaded, it is rather amusing to note that the bear element has become far more conspicuous and aggressive. It has certainly been somewhat amusing to observe a tendency to rehabilitate the ancient and somewhat moth-eaten propaganda respecting the enormous prospective exports from Argentina. It was pointed out that some time in December the bears asserted that approximately 4,000,000 bushels had been bought in Argentina for shipment to the U. S. After May corn fell to the bottom or \$1.10½ early in February unbiased dealers speedily awakened to the fact that the alleged large export movement from Argentina was somewhat of a myth. In the face of all this great ado, the first shipment was made about the middle of March and consisted of only 59,000 bushels and the next shipment was made early in April and embraced only 242,000 bushels. Of course, such an enormous discrepancy was not only bewildering, but exceedingly difficult to account for, the only rational explanation being that there was a scarcity of tonnage and also a strike among harbor laborers in Argentina.

* * *

Keeping up their fine progressive record of previous years, the members of the oats trade in New York, succeeded in making their Ninth Annual Banquet, appropriately called the Victory Dinner, even more successful and enjoyable than its highly successful predecessors. Over one hundred and twenty men responded to the call to be present at the Waldorf-Astoria Hotel on Saturday, March 29, and of this number some twenty-odd were from other cities, their presence adding mightily to the hilarity, good fellowship, and success of the affair.

From widely scattered sections came the "Oats" of all kinds: natural, clipped, standard, white, (and "pink")—every kind but "No Grade"; from Chicago, Minneapolis, Milwaukee, Omaha, Detroit, Buffalo, Winnipeg, Fort William, and even far-off Rotterdam.

Unanimous regret was expressed because of the absence of a friend, well-liked in the trade throughout the east as well as west, Harry Stratton of Milwaukee, who was too ill to be present. Another absentee who was expected to attend and who sent a telegram regretting his inability to do so, was Leslie F. Gates, president of the Chicago Board of Trade.

Much of the credit, and especially for all of the hard preliminary work, is due to the efficient and energetic committee which was made up as follows: Louis G. Leverich, Robert G. Brandt, Charles C. Ramey, Joseph W. Danforth, and Wm. J. Brainard. We assume no responsibility for this arrangement of names. The man who wrote it modestly put his name last, but it is safe to say that he was not "least." One of the first things discovered about this committee was that they knew how to pick a toastmaster. This important and exacting office has frequently been filled to the complete satisfaction of all hands by the well-known "Genial Charles"—otherwise Mr. Ramey. But on this occasion the committee decided to experiment with new talent, and their experiment proved entirely successful. Although he claims that it was his "first offence," Charles C. Rubins, an old member of the local trade, certainly performed like a veteran and easily carried off the honors of the evening as a wit. His many old friends have long suspected that he was the possessor of a keen sense of humor and now they are certain of it. His happy facility in assigning topics to the speakers and the jocular remarks incident to his introductions, served to keep the diners in constant good humor, which, after all, is the *sine qua non* of the perfect toastmaster.

The principal address was made by Edward Flash, Jr., President of the Produce Exchange, and referred chiefly to the better understanding in Washington and throughout the country as to the large commercial exchanges, the people generally being more inclined to regard them as beneficial rather than detrimental and to look upon the members more as patriotic citizens rather than mere gamblers.

Frederick Bole of Fort William told of the good feeling between Canada and the United States and how it had been center cemented by the war. He alluded to the warm feeling of Canadians for the attitude of the United States toward Canadian grain. Similar sentiments as to the *entente cordiale* prevailing between Eastern and Western dealers were expressed by J. M. Hackler of Milwaukee in a speech which many regarded as the most entertaining of the evening. Nisbet Grammer of Buffalo spoke of the war-time grain and elevator situation and the need for a large terminal elevator in New York harbor.

James C. Murray of Chicago handled the topic "Why Is An Oat?" in a capable manner, while Norman M. Patterson of Winnipeg was introduced as "An Expert Who Knows an Oat from End to End." Edward T. Cushing, another old member of the New York trade, delivered a brief address, and it goes without saying that the big dinner would have been incomplete without a few bright quips from the popular favorite "Genial Charles."

To add to the jollity the committee had secured the services of a competent orchestra, which rendered a highly pleasing program. Not content with being merely an audience, the diners determined to do a little performing on their own account and joined heartily in singing many patriotic and popular numbers under the leadership of the indefatigable song-leader L. W. Forbell, ably assisted by Harry Gladwin. Before long the secret leaked out that Harry was not really an oat man at all, being a "ringer" from the Flour Club, but by that time everyone was in such good spirits (sic) that no resentment was displayed. In fact, there were several such interlopers from other trades represented on 'Change, the faces of well known flour, oil, provision, shipping and elevator men appearing in the accompanying group.

With so many good things to eat placed before them and such a flow of wit (and other things) around them, it was not to be expected that details regarding the banquet hall would receive much attention but one participant stated that he recalls clearly that the room was tastefully decorated after the most approved Waldorf style, with an abundance of flags and banners of the Allies in keeping with the dinner's Victory motif. The same man also expressed what is believed to be the verdict of all present: namely, that the dinner was a decidedly good thing for the oats trade all over the country as it tended to create a closer relationship between the shippers of the West and the receivers of the East. If this is true, then the real big purpose of the dinner has been accomplished and all the fine food, wine—and song, were merely side issues, pleasant though they were while they lasted.

They say that every story should have a moral, so here goes: Moral—Just because a man is in the oats business is no reason why he should not be a good judge of rye.

CINCINNATI
CLYDE LEVI CORRESPONDENT

NOTHING has developed in the last week to check the activities or firmness of the hay market. The local situation is in better shape, speaking generally, than has ever been known in local trade history. Southern inquiries continue to be active, while reports of depleted warehouses are more numerous.

* * *

Announcement is made of the appointment of George F. Munson, as Deputy Weighmaster of The Cincinnati Grain & Hay Exchange. Mr. Munson is Chief Grain and Hay Inspector and has been connected with the Exchange for many years. The personnel of the weighing department has been augmented by the appointment of L. W. Perkins, Oliver Palmer, Fred. Garnett, Jos. Hennegan and Jas. Murphy as supervisors and general weighers. W. H. Cobbe continues in the position of chief supervisor.

All supervisors and deputy weighers are under bond to the weighmaster for faithful performance of duties, as required under Section 10148 of the Ohio Statutes. All appointees are recognized as legally appointed officers for the duties pertaining to their positions and are subject to all provisions and penalties of the laws.

* * *

The Council of Grain Exchanges of which The Cincinnati Grain & Hay Exchange is a member, has requested the Exchange to join in protest to President Wilson against the Bureau of Markets taking over

the work of the Food Administration Grain Corporation in carrying out the Wheat Price Guarantee, as provided in the recent Congressional Act. The arguments submitted in the protest recite that inasmuch as the Food Administration Grain Corporation is composed of experts in the distribution and financing of wheat, it would be economically wrong to disorganize such an efficient body, headed as it is, by Julius H. Barnes, and to reorganize and establish agency in the United States Bureau of Markets.

* * *

F. Saurez & Co., Havana, Cuba, have requested The Cincinnati Grain & Hay Exchange to bring to the attention of its members the fact that they desire to treat with Cincinnati merchants in the exportation of grain and hay to Cuba.

BUFFALO
ELMER M. HILL CORRESPONDENT

DETERMINED to combat every movement which aims to deprive Buffalo of its reputation as a grain receiving port by enlarging the Welland Canal and deepening the Saint Lawrence River so as to allow the movement of grain by big ships from the head of the lakes to the Atlantic Seaboard at Montreal, the Corn Exchange of Buffalo, the Chamber of Commerce and other commercial organizations are urging the United States not to enter into negotiations with Canada for a survey of the project.

That the commercial supremacy of New York State as well as that of ports along the Atlantic, especially New York, Boston and Philadelphia would be threatened if the Canadian inland waterways are enlarged so as to accommodate ocean-going ships, is the sentiment expressed in letters received by Mayor George S. Buck of Buffalo from Senators and Representatives at Washington.

The Board of Directors of the Chamber of Commerce and representatives of the city's grain elevating interests are vigorously opposed to the proposed joint survey to be conducted by the United States and Canada into the advisability of improving the Saint Lawrence River. The Board also opposed any Federal or state appropriation for a survey, improvement or development of the Canadian waterways between Lake Erie and the Atlantic Ocean via the Welland Canal, Lake Ontario and the St. Lawrence River.

Officials of the Eastern Grain, Mill & Elevator Corporation, owners and operators of the largest grain elevators in the port of Buffalo, brand the movement for connecting Lake Erie with the Atlantic Seaboard by improving Canadian waterways as a severe blow to the United States and especially the elevator interests at Buffalo where millions of dollars are invested in the newest and most modern grain elevators in the world.

Outlining his position for the benefit of Buffalo elevating and grain interests, Senator James W. Wadsworth, Jr., of New York said: "The Saint Lawrence project will turn out to be impracticable. The expense will be enormous and prohibitive. You may rest assured that I appreciate the dangers of this situation and that I shall do everything possible to protect the elevating and grain interests of Buffalo and the entire state of New York."

* * *

Work on the \$70,000,000 Welland Ship Canal which was stopped by the war, has been resumed by the Canadian Government. The canal connects Lake Erie with Lake Ontario about 15 miles west of Buffalo. The completion of the channel will have a tendency to move Canadian grain via the Welland Canal to Montreal rather than through the port of Buffalo to the Atlantic Seaboard.

* * *

New York State is without power to build a grain elevator at New York. State Engineer Frank M. Williams, outlining his position at a conference of local grain and elevator men, said that although there is great need for a new grain elevator in the Gowanus Bay district at New York, a constitutional amendment would be necessary to insure the erection of the elevator. Mr. Williams says the need of additional elevator capacity at the New York end of the new State Barge Canal is apparent so as to relieve the congestion at certain seasons of the year at Buffalo. He declared that whenever there is delay at the seaboard, grain is held in storage in Buffalo and Buffalo's elevator capacity is in great need in the spring and fall to handle the grain constantly moving down the lakes from the West. With almost 100,000,000 bushels of grain pouring through Buffalo elevators every season, the need of additional storage facilities at New York is imminent and efforts are now being made to interest private capital in the project.

"A short time ago there were only five elevators at New York handling export grain," said Mr. Williams. "As these are owned and operated by private interests and many of them are run in connection with various rail lines, it is not expected that they

will benefit the canal trade to any great extent. If there were state-owned grain elevators at New York where canal boats and other steamers could discharge their cargoes, much expense and a great deal of time would be saved. As the greatest part of our grain is sold before it reaches Buffalo, and it is destined for the export trade before it reaches New York, a grain elevator would serve the further purpose of enabling a barge or canal size steamer to unload its cargo, store it and return on its west-bound trip in the event that the vessel which was to receive the grain was delayed."

The movement of winter storage grain from Buffalo to the seaboard has been unusually slow with the result that elevators in the Buffalo Harbor are filled with all kinds of grain. No alarm over the situation is expressed at the Buffalo offices of the United States Grain Corporation. All that is wanted is word that the Grain Corporation in New York wants grain for immediate export. Buffalo elevators have a receiving capacity for 3,000,000 bushels a day but only a shipping capacity of one-third this amount. No trouble in securing the necessary cars is anticipated. Most of the grain carriers which held winter storage cargoes at the outer breakwall have been unloaded and are ready for the opening of navigation.

Many big lake freighters which have heretofore been in the grain carrying trade, will not move a wheel this season. Marine men would like to see the situation improve but a quiet season is the prediction of those closely allied with the lake trade. Grain carrying rates will be on a par with those in effect the greater part of last season.

George E. Pierce, one of the city's foremost grain and elevator men, recently entertained the survivors of the company in which his son fought and was killed in the war. The dinner was held in the Iroquois Hotel. The officers and men of the company told how young Pierce fought like a hero, but was killed by the explosion of a Hun shell. John D. Wells presided at the dinner.

DULUTH

S. J. SCHULTE - CORRESPONDENT

LOADING out of grain from the elevators at the Head of the Lakes for the new season was inaugurated on March 29 when the steamer *F. W. Hart* took on a load of 220,000 bushels of No. 1 Northern wheat at the Peavey Elevator. It was consigned to the Washburn-Crosby Company at Buffalo. Two days later, 260,000 bushels of No. 1 Northern was loaded out from Consolidated Elevator "D" into the steamer *S. H. Robbins* for Buffalo delivery upon the order of the Barnum Grain Company. The rate made was 4 cents. The third charter made was the steamer *L. Booth* which took on a load of 250,000 bushels of rye at the Cargill Elevator for Buffalo delivery under the order of the Grain Corporation. The steamer *Amasa Stone* was the next chartered for a load of No. 1 Northern wheat for Buffalo delivery from the Great Northern Elevator. These boats were held at the docks until April 15, when insurances became effective and the new season of lake navigation was formally opened.

Operators are of the opinion that grain supplies in the elevators at this point will be speedily cleaned out. When stores in the local houses were at their peak early in March, they aggregated slightly under 30,000,000 bushels of all grains, of which 25,800,000 bushels were wheat, but with the loading out of the cargoes mentioned wheat supplies on hand have been brought down to under 22,750,000 bushels so far.

Requisitions for wheat supplies were made freely by millers upon the Food Administration Grain Corporation, following its announcement that No. 1 Northern would be supplied at a basis of 14 cents over the fixed price up to March 31, with 1 cent a bushel to be added for each subsequent 10 days. The amount requisitioned so far under that order was reported at approximately 13,500,000 bushels, and it is assumed that the bulk of the remaining elevator holdings will be taken shortly by Eastern millers, now that shipping facilities are available. An unusual feature in that connection was the shipping out of 3,000,000 bushels of No. 1 Northern to Minneapolis to supply the milling trade there. That procedure was ascribed to the great bulk of the high-grade wheat being held on this market.

Though Duluth grain men took a neutral attitude, they were deeply interested in the controversy looking to a readjustment of standards as between Federal and Minnesota state wheat grades. The Minnesota Senate and House Committees at St. Paul have finally agreed to changes in the Federal grades that it is thought will be satisfactory to farmers in the state and a resolution setting them out will be sent on to Charles J. Brand, chief of the Bureau of Mar-

kets at Washington, with the request that they be adopted, and become effective before the opening of the next crop season.

The resolution declared that the Minnesota grades established prior to the adoption of the Federal grades were better adapted to grain subject to state inspection in Minnesota and more satisfactory to growers and buyers than the new Federal grades. The changes in the grades recommended include the following:

- (1) That the sub-class "Red Wheat" be eliminated.
- (2) That the word "bright" be eliminated in the spring and durum grades, except in No. 1 Northern spring wheat and No. 1 amber durum.
- (3) That the percentage of moisture in the spring and durum grades be increased to 15 per cent; that this maximum percentages be the same in all the grades from No. 1 to No. 5, inclusive; that wheat having more than 15 per cent moisture be graded the



FIRST BOAT OF 1919 SEASON LOADING OUT AT CONSOLIDATED ELEVATOR "D," DULUTH

same as wheat having less, except that in addition it be classed "excessive moisture" and the percentage of moisture be stated.

- (4) That the maximum percentage of durum wheat to be carried in the grade of No. 1 spring wheat be made 5 per cent, and that the maximum percentage of spring wheat to be carried in the durum grades be made 10 per cent, the maximum percentage in all durum grades to be the same from No. 1 to No. 5, inclusive.

- (5) That the total percentage of foreign material other than dockage in the hard red spring and the durum grades be 2½ per cent in No. 1; 4 per cent in No. 2; 6 per cent in No. 3; 8 per cent in No. 4, and 10 per cent in No. 5.

Operators in the grain trade at Winnipeg are hopeful that they will be fully back in the business again after August 1 next, according to C. H. Thornton, who was a recent visitor on the Duluth market. It is assumed that a basis for marketing the 1919 Canadian wheat crop will be reached as a result of conferences being held with the Imperial authorities in England. Members of the Canadian grain trade are as yet in the dark as to how the exchange question and other difficulties are to be straightened out so as to admit of a return to the old order of open trading in wheat. It is therefore thought that it will be found necessary to adopt special provisions to meet the situation, Mr. Thornton said.

Business in feeds on this market is now being done largely upon a hand-to-mouth basis on account of the high range of quotations reached, according to E. M. White of the White Grain Company. Brans and middlings are largely taking the place of mill feeds and barley, owing to the market bulges in those lines. There has been good bidding for oats, but trade in it has been light for some time in view of the limited receipts and small supplies in store in the elevators here. The edge is expected to be off the feed demand in about six weeks when new grass will be available for cattle in this territory.

Edward Barrows is back in his old position as buyer for William Dalrymple on the Duluth market. He recently received his discharge from the army service.

Warren G. Starkey, formerly buyer for Randall, Gee & Mitchell on the Duluth market, was married on April 5 to Virginia May Moore, daughter of I. S. Moore and niece of Watson S. Moore. The groom saw service with the American forces in France, and was wounded last September in the fighting on the Argonne Front. He will reenter the trade here on his return from his honeymoon trip.

Trading in rye has been a feature on the Duluth market during the last month. From a spot quotation of \$1.53 a month ago the basis in No. 3 rye was advanced under persistent demand to \$1.71 from which

it reached to \$1.65%. Receipts have been on a liberal scale and everything offered on the tables has been promptly taken up by buyers, largely by the Food Administration for shipment to Europe. Some rye has also been picked up by millers from time to time for export flour making purposes.

Operators at this point are hopeful that a better movement of grain from over the West to the terminals here will develop during the next few weeks. Reports from this territory are to the effect that a substantial tonnage of grain is still held by growers, and it is thought that the good premiums being offered will lead to its being speedily marketed.

Contracts have been let by the Consolidated Elevator Company for a concrete annex to its Elevator "H." The annex will have a capacity of 1,250,000 bushels and entail a capital expenditure of \$250,000. The

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

RECORD prices for the season were scored by corn futures recently on the St. Louis Merchants' Exchange, on a broad and active speculation. Outsiders have been in the market more extensively than in months, and hardly a day passed without many farmers being seen on the trading floor. Pit traders watch this phase of the market situation closely, and when it is apparent from the number of visitors that the outside trade is becoming unwieldy, many often take the selling side, as nine times out of ten this is a "blamed good tip."

Smallest receipts, one might say, in the history of the trade, considering the estimated size of the last crop, are the main support in the market, although as is usual every year, the bugaboo of Argentine shipments has been worked to drop prices when the market gets too much of a head of steam on. Regardless of this, the market has ascended step by step, until the record top has been reached. Now opinion is speculating as to what is in store for the future.

Bears claim that with the warm weather feeding demands on the farms will lessen; that possibility of corn "going bad," should we jump into summer, will cause farmers to sell more freely; that the Argentine bugaboo will be worked when "Banquo's ghost is ready to walk," and that sooner or later, with large supplies of wheat and oats in the country, and the winter wheat crop showing a prospect of \$37,000,000 bushels, a record by a wide margin, that all grain products will of their natural weight seek a lower level; and that corn will be carried with them, regardless of light stocks.

Bulls, however, are just as confident that their position is absolutely secure. They say that with wheat selling at \$2.75 here, compared with the Government's guarantee of \$2.26, that corn is worth more than \$1.50 on the end of the crop. They declare the high price of hogs alone is sufficient to support the market; that the remaining number of hogs on the farms is well above last year, while corn supplies are smaller, and that the end of the crop will see stocks practically exhausted. Political conditions abroad also are bullish ammunition, as the food situation in Europe is alarming and Bolshevism may at any time make conditions infinitely worse. Receipts of corn are hardly enough

in primary markets to supply moderate needs, and there are practically no stocks for delivery in any important speculative markets. With cash prices ruling 15 cents to 20 cents over distant futures, "bears are continually selling wind at a discount," and when enough wind has been sold it is easy to advance the market. In the face of these conditions, there are many astute traders who believe that corn will sell for at least \$2 a bushel before offerings of the next crop are actually on the market.

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Front page newspaper stories published here recently credited William T. Hill with having a paper profit in corn of \$360,000. Two years ago Mr. Hill, during the war rise in wheat, made \$1,000,000, and invested more than half of it in real estate. He was then president of the well-known Merchants' Exchange firm of J. H. Teasdale & Co. Mr. Hill has admitted to a representative of "American Grain Trade" that he has a large profit in corn, but refuses to state the amount.

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Charles H. Teichmann, 37 years old, one of the oldest members of the St. Louis Merchants' Exchange, died here recently. He was head of the Teichmann Commission Company for 50 years, and at one time was vice president of the Exchange. His son, Otto L. Teichmann, was at one time president of the Merchants' Exchange and now is president of the United States Bank of St. Louis.

* * *

A record price on the crop of \$2.75 for wheat was made here last week, for a car of No. 1 red wheat. The Ballard-Messmore Grain Company sold the wheat to W. J. Edwards of the W. J. Edwards Grain Company, for a Tennessee mill.

* * *

Calvin Taylor, representative of Seele Bros. Grain Company, St. Louis, returned last week from an extended business trip through Illinois. Mr. Taylor said that there has been no change for the worse in the outlook for winter wheat. He said supplies of corn are small in most sections, and that farmers have been receiving \$1.50 for their grain.

* * *

P. P. Connor, one of the oldest members of the St. Louis Merchants' Exchange, and formerly head of the Connor Bros. Grain Company, has been elected an honorary member of that organization. George Powell, of Powell & O'Rourke Grain Company, in a beautiful letter to the Board of Directors, fostered the movement for Mr. Connor's election.

* * *

Members of the St. Louis Merchants' Exchange on April 8, voted to amend Section 3 of Rule XIX, to read as follows: On and after the 15th day of April, 1919, all Wheat purchased by a member of this Exchange, to arrive, from all stations East of a line drawn North and South of the Missouri River Rate Basing Points, subject to St. Louis or East St. Louis inspection, shall in addition to all other charges prescribed by the Rules of this Exchange, be subject, for the purpose of covering all financing and handling expenses, to a charge of One Per Cent (1%) of the value of the Wheat so purchased, but not less than One and One-half Cent (1½c) per bushel. Subject, however, to the following exception: where "to arrive" trades shall be made between members of this Exchange actively engaged in the grain or milling business in Saint Louis on a bid posted during the session of the Exchange for the required two-minute interval, the following charges shall be understood as applying between such members on such transactions One-half (½) of One Per Cent (1%), but not less than Three-fourths Cent (¾c) per bushel.

* * *

Philip F. Shirmer, a retired St. Louis grain dealer, died recently at the age of 83 years, at his home. Mr. Shirmer was born of Swiss parentage at Galena, Ill., March 23, 1836. He was graduated from Beloit College, Wis., in 1857, and studied law for two years in the Galena office of R. P. McLellan. On coming to St. Louis in September, 1859, he abandoned further plans for a legal career and entered upon business in the grain trade. In 1866 his grain company was known as Philip F. Shirmer & Co. From 1866 to 1880, he was one of the well-known grain firm of Northrup & Shirmer. In 1880 the firm was known as Shirmer & Co. After 1901 he was not in active business, although every day saw him "on 'Change," where he was regularly looked for by a host of friends of the old days, among whom were many of the great business characters of the city. He was one of the oldest members of the Merchants' Exchange.

* * *

John F. Morrissey, president of John F. Morrissey & Co., St. Louis grain and flour dealers, died recently. He had been a member of the Merchants' Exchange for about 23 years. J. Orrie Morrissey will succeed his father in the grain business.

* * *

D. W. Clifton, who for 47 years has been a member of the Saint Louis Merchants' Exchange, died recently at the age of 82 years. He was an active business man up until just before his death, being connected with the Nanson Commission Company of this City. He was an ex-president and a charter member of the National Hay Association. On account of his youthful and vigorous characteristics, he was very popular and

dearly beloved by the members of the Merchants' Exchange with whom he daily came in contact. He leaves one daughter, Mrs. Emma Grouch of 4373 Delmar Boulevard.

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Freight tonnage in and out of St. Louis was larger in 1918 than any previous year except 1917, which was the record period, according to the annual report compiled by Secretary Eugene Smith of the Merchants' Exchange, assisted by the railroad and steamboat offices of the city. Coal tonnage showed an increase over 1917. Wheat tonnage also was very heavy.

* * *

States bordering along the Mississippi River from St. Louis to St. Paul, are demanding an investigation of the contract awarded to build barges and motive power for transportation on the river. They insist that gross favoritism has been shown to the lower Mississippi section.

Approximately \$4,000,000 has been appropriated for the upper river facilities. Of this money there is about \$250,000 left with which to construct three motive power units to transport the barges, which cost about \$350,000 each. The Northern States complain that the barges are too large to negotiate the tortuous channel of the upper river and also complain because the barges are without covers. This makes it impossible for the upper river sections to ship anything but iron ore southward.

It would be impossible to ship products like flour, feeds, hardware, in fact, anything that could not be subjected to the effect of rains.

* * *

The Lafayette Grain Company was incorporated in St. Louis recently. J. A. Lancaster holds 34 shares; R. B. Lancaster and Frank H. Nesmith, 33 shares each. The company will deal in grain, cereals and do a general brokerage business. Capital stock (one-half paid), \$10,000.

LOUISVILLE A. W. WILLIAMS - CORRESPONDENT

BUSINESS with the Louisville elevator operators as a rule has been quiet during the past month, there being no heavy movement. Corn this season is in excellent condition, and has seasoned so well by natural methods that there is very little damp corn. Oats are in fair demand, and there has been a slightly better demand for milling corn. Feeding corn is off, due to the unusually early and good pasturage. The demand for seed oats this spring has been good, but seed corn has not been in much demand, as the 1918 crop was unusually good and farmers are planting their own grain without testing. In 1918 almost all grain planted was first tested, due to the bad condition of the 1917 crop.

Hay prices are out of sight, and are steadily climbing, due to the very light receipts as a result of farmers being busy in the fields, bad roads at many points in Southern Indiana, and in fact that hay is getting a little scarce. No. 1 timothy in car lots, baled, went to \$37 per ton during the second week of April, this being about a record price for the vicinity of Louisville. The receipts of rail hay have been very light for some time past, but there has been a fair movement of river hay. However, the latter is about cleaned up and shipments are getting light even from that source.

Wheat is very scarce and hard to locate, especially No. 2 soft red winter, supplies of which have been practically exhausted. The Government apparently hasn't much winter wheat, and the St. Louis market is cleaned out. Such little wheat as has been received from the Grain Corporation is reported to run about 25 per cent spring or hard winter as a result of numerous handlings. Today wheat on the local market is costing about \$2.70 delivered. A car of wheat was recently located out in the state, where a small elevator asked for quotations. A price of \$2.58 a bushel was quoted, but the elevator turned it down, and the market wasn't as strong then as now. Many millers and elevator men as well as prominent wheat buyers feel certain that there will be a carry over this year, and that the market is due for a slide in May or early June.

* * *

A. F. Vandegrift, who since the middle of last August has been assistant traffic manager of the Louisville Board of Trade, specializing in grain rates, has been named manager, succeeding C. B. Stafford, who recently resigned to go with the Railroad Administration. Mr. Stafford came to Louisville about two years ago from the Memphis Hay & Grain Exchange.

* * *

Warm, dry weather, accompanied by enough rainfall to keep the earth moist, and following the mildest winter on record, has resulted in the best looking rye and wheat crop that has ever been known in Kentucky and southern Indiana. While it is a long time to harvest, and a longer time until the wheat is

threshed and safe in storage, it is generally believed that the district is facing the largest wheat crop on record. Kentucky wheat is doing fine, the acreage is larger than usual, and the condition perfect.

* * *

Damage of about \$30,000 was sustained by the Kentucky Malt & Grain Company in a fire which swept the upper stores of the plant on April 2. This plant is a subsidiary of the Fleischmann malting interests, and had just resumed operations after a lay off of several weeks. The plant had a capacity of more than 200,000 bushels, and was about one-third loaded at the time. Damage to building and machinery was estimated at \$15,000, and to grain \$15,000. H. J. Weber is manager of the plant.

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H. Verhoeff & Co., of Louisville, who have been without a home as a result of a fire destroying the plant a few weeks ago, are now handling car lot business through the Kentucky Public Elevator Company and business with retail dealers through C. P. Dodd & Co. The concern expects to re-enter the elevator business later on, but will wait for a more normal season in the building industry.

* * *

One of the best known retail handlers of hay, grain, etc., in Louisville was lost to the city in the recent death of W. H. Luesing, 41 years of age, who for a number of years operated prosperous stores in South Louisville, handling a tremendous business with the turfmen at Churchill Downs and Douglas Park race tracks. Mr. Luesing had become interested in the racing game, and owned the fleet derby candidate "Senning's Park," which he was training to win the big race this year. Pneumonia, contracted at the race track, resulted in his death.

* * *

The Board of Directors of the Louisville Water Company re-elected Sebastian Zorn as president at the annual meeting held a few days ago in the Board rooms. Mr. Zorn is president of the grain house of S. Zorn & Co., one of the largest houses in the district.

* * *

Spontaneous combustion was responsible for a fire which recently broke out in the plant of the Cottonseed Products Company of Louisville. However, the blaze was headed and the loss was small. This company is making some improvements to its plant, and recently doubled its capital.

* * *

Statements made for some months past to the effect that the Japanese were figuring on taking up the distilling industry where the Americans left off in event of national prohibition, are being borne out by visits of numerous Japanese business men to Louisville and other distilling sections in search of information concerning distilling operations. They are also ready to buy distillery equipment if the machinery can be had on the right sort of terms. Y. Kawahara, of the Sanyo Company, of Kobe, Japan, with branch at Seattle, Wash., was recently in Louisville, Owensboro and other cities, looking at several plants, opening negotiations for purchase of machinery, and stating that Japan planned a big traffic in Europe and the Orient. In discussion of the plan, he stated that Japan was anxious to save rice, and could do so by manufacturing whisky, taking her corn from Manchuria, sugar cane from Formosa, and other products, from which she could make gin, rum, whisky, etc. Today "sake" is the official drink in Japan, and about 24,000,000 bushels of rice are used annually in making 300,000,000 gallons.

* * *

E. G. Duckwall & Co., of Louisville, have a suit for \$102 damages pending against Cleveland, Cincinnati, Chicago & St. Louis Railroad Company, on a car of corn shipped in January, 1916, from Indianapolis in a leaky car, resulting in considerable grain damage.

* * *

The Lexington Roller Mills, Lexington, Ky., have applied for establishment of the milling in transit privilege on grain from Cincinnati, Louisville, Jeffersonville, and New Albany, through Lexington to New Orleans and Mobile and points beyond. The company has increased its mill capacity to 1,000 barrels daily, and wishes to enter the South American export business. Present rates are made by combination, but the milling in transit would provide a through rate.

* * *

The Louisville Board of Trade recently announced the names of the chairmen of the various committees for this year. R. L. Callahan, of Callahan & Sons, is chairman of the Insurance Committee, and also the Grain Committee. G. A. Breaux, of Ballard & Ballard, is chairman of the Flour Committee. Alfred Brandeis, of the grain house of A. Brandeis & Co., is head of the Arbitration Committee, while E. G. Duckwall is head of the Hay Committee.

* * *

A licensing ordinance is now before the General Council of the City of Louisville, which seriously affects the general hay and grain interests, especially the elevator operators, and is being warmly fought by the hay and grain operators, although the fight has done little if any good to date. F. C. Dickson, manager of the Kentucky Public Elevator Company, representing the hay and grain interests of the Louisville Board of Trade, represented that organization in the

fight, contesting that elevators are manufacturing plants, and should be classed as factories. The license ordinance would tax all merchants, manufacturers, professional men, etc., and is designed to make up a deficit of about \$600,000 annually, which will result from national prohibition.

TOLEDO

H. F. WENDT

CORRESPONDENT

TOLEDO commission men recently celebrated the return of Raymond P. Lipe, of the Raymond P. Lipe Company, and Jesse W. Young, president of the Young Grain Company, members of the Exchange, from a five weeks' tour of France and England. Neither lacked audience when telling of their experiences. Mr. Young, who is one of the first American civilians to visit the historic spot of Chateau-Thierry, said that the place will be the Mecca of American tourists for years to come. Several enterprising Americans, typifying the commercial shrewdness of the race, have already sought to obtain hotel and other concessions near the battlefield. Young also visited Belleau Wood. The Toledo men saw literally hundreds of miles of barbed-wire entanglements. That business in France is stagnant was stated by Mr. Young. He said that the French farmers are busy putting in new crops and that the food outlook is bright in countries near the sea. He believes that European demand for foodstuffs will reach its height within two or three months and then decline.

The Farmers' Cooperative Elevator Association met at Liberty Center, Ohio, April 7. Toledo grain men who were visitors at the meeting were: Joe Streicher, William Cummings, Charles Kellholtz, Carl Bryant, Paul Barnes, George Eicher, G. R. Forrester and Joe Doering.

"Clover stocks here almost down to bedrock and will probably disappear this month," says Zahm & Co. in a recent "Red Letter." "There won't be enough left to cause worry even if carried over."

The Toledo Produce Exchange was closed to business April 1 on account of the municipal election at Chicago, which made it a holiday on the Board of Trade.

There were no new members admitted to the Toledo Produce Exchange during the past month. There has been but a couple this year.

John Wickenhiser, head of the grain arm of John Wickenhiser & Co., recently returned from a short vacation in Florida and Cuba.

"Sell your surplus wheat soon," says C. A. King & Co. "Don't be a hog or you may get your bristles clipped. Don't tempt the Grain Corporation to import wheat from Canada, Argentina and Australia. They all have a big surplus and would like to sell for cash. Most of Europe would buy on credit. United Kingdom has plenty of food in sight. Sell your wheat. Prices will sink below the Government price soon as the new crop moves. Statistics show we have plenty. Look at the world's visible supply, two hundred millions more than a year ago. The corn crop is still 'walking' off the farms. This has not fully been appreciated by the bears, who have become near-sighted watching the low prices and big crop of Argentina. Many farmers are capitalists and find feeding yields the largest dividends. Country offerings of corn have increased on the bulge, but stocks and receipts are small. That is why markets congest so easily and pit conditions are so important."

Demand for hay during the month of March on the Toledo market has been very urgent. A strong market has prevailed, with receipts running light, as there was very little left over. Prices are the highest on record. All grades were in very good demand, reports the Raymond P. Lipe Company. With the supplies running light, there is little in sight, with four months to pass before the new crop.

Kenton D. Kellholtz, of Southworth & Co., and wife returned to Toledo recently from a five week's trip to Florida and Havana. They visited Miami, Key West, Jacksonville, Tampa and Palm Beach. An exciting incident was experienced by them while in the Cuban capital, being caught in a strike riot. Mr. Kellholtz was especially impressed by the excellent roads in Florida through uncultivated land.

Fred Mayer, president of the Toledo Produce Exchange, left Toledo April 10 for French Lick, Ind., with a party of grain and milling men and friends. A number of the milling men left several days previous to first go to Chicago, where they attended the

annual meeting of the Millers' National Federation, which was held April 10 and 11. The party included David Anderson, president and general manager of the National Milling Company; Cyrus S. Coup, vice president and general manager of the Northwestern Elevator & Mill Company; Alphonse Mennel, president of the Mennel Milling Company; A. Cunningham, of the Sneath, Cunningham Company, of Tiffin, Ohio; Fred Haigh, George Sinclair, E. C. Dyer and W. O. Holst.

The Food Administration Grain Corporation had on hand at Toledo at the close of April 10, 319,245 bushels of wheat. Although this wheat is in store here, it has been pledged for sale to millers and is in process of shipment.

Ben Hoffner, nine years operator with E. W. Wagner & Co., will have the key for Hulburd, Warren & Chandler on the Exchange floor and will be assistant to Harvey O. Barnhouse, manager.

Toledo's public elevator stock of wheat decreased 88,870 bushels during the last full week of March. The total on the last day of the month was 828,032 bushels.

PHILADELPHIA

F. W. COLOUGHON - CORRESPONDENT

ONE hundred and eighty guests attended a testimonial dinner given to Louis G. Graff, former president of the Commercial Exchange on March 26, at the Bellevue-Stratford. It was the largest gathering of grain, feed and flour men in this city for years and was an occasion that will long be remembered by those who attended.

Mr. Graff had been president of the Exchange for the five years from 1914 until 1919 and he felt that it was his duty not to accept the office again, which his friends so urgently urged him to take. His successor, C. Herbert Bell, presided at the dinner. In addition to being honored by the dinner, Mr. Graff was presented with a gold watch by the members of the Exchange. The presentation speech was made by Horace Kolb, vice-president of the Exchange, in a very happy manner.

The honored guest in an address urged the building of additional grain elevator facilities at the port of Philadelphia. He asked the members to work diligently in behalf of this betterment not only for the port but for the grain trade as well. He said that this port is badly handicapped for grain elevator space and that until additional facilities of this kind are built the exports of grain through Philadelphia will not reach the proportions that they should. He urged that elevators be built that will bring the capacity for handling grain for export to 10,000,000 bushels. He declared that the only way to secure these needed improvements was through the railroads. James L. King, former president of the Exchange, said that Mr. Graff during his administration led in the efforts to develop the port of Philadelphia the deepening of the channel, the improvement of the waterways and in making a persistent demand for improved and enlarged elevators.

Mr. King also told of the foundation of the firm of L. G. Graff in 1883 by Mr. Graff's father. He told of the rapid advancement of the firm to prominence and how the firm later became in 1892 that of L. G. Graff & Son. The history of the concern continued until dissolved in 1917 when United States entered the war and its two partners Mr. Graff and H. DeWitt Irwin went into Government work. Mr. Irwin is now second vice-president of the Food Administration Grain Corporation and Mr. Graff in addition to leading in patriotic work for the Exchange acted in an advisory capacity to the Grain Corporation.

Other speakers were: E. J. Cattell, city statistician; Senator Hutchinson of New Jersey, Horace Kolb, William M. Richardson and William A. Glasgow, Jr., counsel for the Exchange and for the Food Administration in Washington since January 1918. Mr. Glasgow told of how the people of America saved 150,000,000 bushels of wheat for starving Europe at a time when the Food Administration could not see how 20,000,000 bushels could be saved. He asked his listeners not to pass upon the instrument of the League of Nations until it was presented in its finished form. We could then say whether we were in favor or opposed to it, he said. He urged all to stand by the President and their country. Mr. Glasgow said that the country was being threatened by an awful condition of Bolshevism, but did not believe it will make progress in this country because of the vast agricultural districts which form a bulwark of law and order and property rights.

The Commercial Exchange, through a special committee, is making a determined effort to awaken interest in the need for additional grain elevator facilities at the port of Philadelphia. It is particularly

desired to increase the capacity of the Port Richmond Elevator of the Philadelphia and Reading Railway from 1,000,000 bushels to 2,000,000 bushels and also the Girard Point Elevator of the Pennsylvania Railroad from 2,000,000 bushels to 4,000,000 bushels. The committee recently interviewed Vice-president Auch of the Philadelphia and Reading Railway and it is believed that the visit to the railroad official will bring about the desired increased grain elevator capacity at Port Richmond. William M. Richardson, a member of the committee, is an active worker for the establishment of the new facilities. He is a member of the Richardson Bros. and the Philadelphia Export Company. Other members of the committee are: Louis G. Graff, George F. Omerly of the Wheat Export Company, George M. Warner, C. H. Bell, Frank W. Miller and M. T. Barringer.

The Wheat Export Company, with offices in the Bourse, have just completed loading a cargo of oats of 521,887 bushels on the British steamship *Clarissa Radcliffe*. This is the largest cargo of its kind ever shipped from the port of Philadelphia. The oats are being shipped to France for the military forces.

Wheat, corn, oat and rye and barley shipments from Philadelphia to abroad during the month of March showed an increase over the exports during February. This is shown by the monthly report of the statistician of the Commercial Exchange. During March there were 3,914,182 bushels of wheat exported from here, as against 1,541,565 bushels the previous month. The exports of oats totalled 521,811 bushels in March; corn, 78,612 bushels; rye, 1,096,501 bushels, and barley, 202,895 bushels. There were no exports of corn or barley during February, but during that month the exports of oats were 433,000 bushels and rye, 404,142 bushels.

Harvey Miller of L. F. Miller and Sons, has returned from a trip to Texas ports.

A. K. Taylor of Taylor & Bournique Company, grain merchants, Milwaukee, Wis., paid a recent visit to the local office of the firm.

J. L. Robinson of J. J. Badenoch & Co., grain shippers, Chicago, Ill., was a visitor in the Philadelphia market during the month. Other well-known visitors recently here were: C. F. Havre of the American Hominy Company, Indianapolis, Ind.; Emos Prise, grain dealer, Douglas, Ariz., and F. J. Thatcher, grain broker, Chicago, Ill.

Samuel J. Clevenger, grain and feed broker, with offices in the Bourse, died April 10, at his home in Cynwyd, Pa. He was 70 years old and had been ill two weeks with the grip, later developing pneumonia. He was one of the oldest members of the Commercial Exchange, having joined that organization in 1874. He served on the Board of Directors for two different terms, once from 1884 to 1885 and from 1911 to 1912. He was also a member of the Room and Fixture Committee. Mr. Clevenger was formerly connected with Burke & Clevenger. He is survived by three sons, one of whom is S. J. Clevenger, Jr., who is now with the American Army of Occupation in France.

The HESSIAN FLY

This pest lives through the winter in the bases of the wheat stalks in small dark brown cases resembling flaxseeds.

SPRING FLIGHT

In spring the winged flies emerge from the injured wheat and fly to healthy wheat where they lay their eggs. Rows on the leaves. From the eggs hatch tiny maggots that saw down within the bases of the leaves, feed there on the plant sap, injure, and change again to the flaxseed-like stage by harvest time.

The flaxseeds remain in the stubble after cutting and, unless the stubble is plowed under, will form a second generation of flies in the fall. These flies leave the stubble and look for young winter wheat on which to lay their eggs.

FALL FLIGHT

The fall flies live but a few days. They can find no live wheat above ground so they will die without laying their eggs.

THAT AND THIS are the **TWO VITAL POINTS** for the **CONTROL** of the Hessian fly

Plow under deeply all infested stubble during summer or early fall where this is practicable and does not interfere with the growing of clover or important forage grasses.

If volunteer wheat starts kill it by disk or plowing while it is still young.

Postpone sowing winter wheat until the safe date - so that none of the plants will appear above ground until after the flies have passed.

Sowing on this date usually insures largest yields in seasons of normal rainfall.

Consult your county agent or State Agricultural College regarding the safe sowing dates for your region.

ASSOCIATIONS

NINETEENTH ANNUAL CONVENTION OF WESTERN GRAIN DEALERS ASSOCIATION

The Nineteenth Annual Convention of the Western Grain Dealers Association held at the Hotel Martin, Sioux City, Iowa, April 1 and 2 proved without question one of the best and most profitable meetings the convention has ever held. The register showed nearly 400 delegates which included country grain shippers of Iowa, Nebraska and South Dakota and representatives of the terminal grain markets of Chicago, Milwaukee, St. Louis, Kansas City, Omaha, St. Joseph and Peoria.

The features of the program were addresses by P. E. Goodrich, Winchester, Ind., president of the Grain Dealers National Association, and L. F. Gates, president of the Chicago Board of Trade.

President S. W. Wilder called the meeting to order promptly at 10:30 a. m. Monday, after which J. A. Tiedemann, president of the Sioux City Board of Trade, gave an address of welcome in which he called attention to Sioux City as one of the youngest of the grain exchanges to its wonderful growth, to the favorable freight rates Sioux City now enjoys, and to the number of terminal elevators to be built. He also called attention to the bright prospects for an enormous grain crop and the need of co-operation between dealers and the unqualified moral and patriotic support to our country in these days of reconstruction.

President S. W. Wilder followed with an interesting address in which he reviewed the history of the grain trade under Government regulation and hopefully looked toward normal conditions. He spoke as follows:

PRESIDENT WILDER'S ADDRESS

The members of the Western Grain Dealers Association feel at home in holding their nineteenth annual convention at Sioux City for the reason that the president of the Sioux City Board of Trade is an exponent of this association, and we have not forgotten his sterling qualities or the valuable service that was rendered to the association by him in years gone by. To know President Tiedemann is to have the privilege of enjoying the pleasure of wholesome humor and also to enjoy the benefit of expressions of high ideals.

We take pleasure in coming here at this time because of the progress Sioux City is making in establishing itself as one of the principal grain centers of the Middle West. We are in hearty accord with your organized efforts in establishing a terminal grain market and a gateway for the movement of grain from the Dakotas, Minnesota and Iowa to the East, South, Southeast and Southwest and we will be glad to cooperate with you in every way possible to improve grain trade conditions.

Sioux City is to be congratulated on the personnel of its Board of Trade. With such men as John Millimen, Mike King, Charley Flanley, Al Tiedemann, Ed. Fields, Will Slaughter, Harry Hutton and others, back of it, its future as a grain market is assured.

During the past few years the grain trade has experienced abnormal conditions. It has been supervised, controlled and regulated to the utmost limit. Prices have been fixed or stabilized and the volume of business has been restricted by the permit system. The natural conditions of the laws of supply and demand have been set aside and the competitive machinery of the grain trade has been broken down by the edicts of the Food Administration under the authority of the Food Control Act. The relativity of values as between different grains has been demoralized and the normal comparison of quantitative production of the different grains has been thrown out of balance.

Our farmers are unduly increasing the acreage of wheat in the face of enormous surplus production, and are reducing the acreage of corn and oats when the world is short of animals and fats. Our transportation systems are "up in the air" so to speak and there is confusion and confusion in the jurisdictional authority of the U. S. Railroad Administration, the Interstate Commerce Commission and the state railroad commissions.

The railroad management, even under Government supervision, is continually striving to minimize its responsibilities and obligations and to shift the burden of proof on to the shipper, as evidenced in the Railroad Administration Order No. 57, and to inflict additional burdens of expense on the grain dealers by increased rental charges for elevator sites; also, as provided by General Order No. 15, to require the shipper to pay the cost of track maintenance and repairs. And unless these matters can be fairly adjusted thru the conference with railroad authorities now being held by the Transportation Committee of the Grain Dealers National Association the grain trade should resort to court proceedings for the purpose of holding the burden of proof on the carrier.

Co-operation with the Government

Since the beginning of the war the matters affecting this Association have been almost entirely of a national character and have been handled through the Grain Dealers National Association with which our association is affiliated. Our secretary Mr. Wells, together with the officers and committee men of the Grain Dealers National Association, have devoted most of their time and energy in working with the different departments of the Government. This service was given by the grain men and accepted by the Government for the purpose of working out ways and means of accomplishing desired results in the most efficient and most practical way. Their cooperation made things much more workable for us than they would otherwise have been. Their interpretation of the official rules and regulations and their practical suggestions to the department officials greatly mini-

mized our difficulties in complying with these rules and regulations. To these men we are indebted far more than we realize.

It is the purpose of this convention to promote a discussion of practical subjects that directly relate to the country elevator business.

Review of the Association's Progress

Anticipating that from now on we will have more time to look around and will probably find some local conditions that can be improved, I think it well to devote a little time to a review of our Association, and its progress, the purpose for which we are banded together, what we have accomplished and what we are striving to accomplish.

Aside from the many benefits that the country grain dealers have received thru the prevention of unjust rules and laws, benefits that cannot be enumerated or cited, there are a few that stand out by themselves which justify and exemplify our good organization.

At the time of the organization of the Western Grain Dealers Association this whole country was dominated by line elevator companies who were favored by the railroads with rebates, and with this advantage made the life of an independent dealer a nightmare. That is not so very long ago and yet hardly a single one of the old line companies are in existence today. They were unable to adjust themselves to the new order of things and to operate profitably in fair competition.

In addition to this almost every station was invaded during the heavy movement of grain from the farm by "scoopers," men without investment and who furnished a market to the farmer only when everything was favorable, who enticed the farmer by paying high prices, and usually made up for it by short weights. No man can succeed in the grain business today by dishonest weights, grades or markets. This sort of thing has passed and in its stead we rely on economy in operation, efficiency in the marketing, and in being of value and service in the community by providing a market where the producer can at any and all times sell his grain and receive therefor the maximum value.

Railroad rates and rules covering the movement of grain have been adjusted and equalized. Unreasonable insurance rates have been overcome thru the organization of the Western Grain Dealers Mutual Fire Insurance Association, which has lowered the cost of insurance to its members fully 50 per cent, and at the same time built up one of the strongest fire insurance companies doing business in the West.

These things have not been accomplished in a day or week, nor can we see from day to day where we make much headway, but by continually and everlastingly working away, we can look back over a period of years and see results of which we can well be proud.

There will be much important legislation and a great many changes affecting the grain trade during the next few years, and in all this, the power and influence of this association will be a factor.

The value of an association to its members depends somewhat on its influence and standing, and its influence and standing depend somewhat on its size and the unanimity of its membership. Our Association is in excellent financial condition and its membership near its maximum.

Educational Value of Association Work

The most important value of association work, however, in my opinion is its educational influence. In going over the steps in the progress of this association, you will note that the progress has been made by the development of the association and its members along lines of higher and better business. The best business men and the most successful business men are invariably active association workers. Every straightforward, ambitious grain dealer added to our membership is a factor in the influence of the association and I believe that during the coming year we should make an effort to secure the influence and support of all grain dealers eligible to membership and thereby extend to them the influence and help of our association.

So far as the country grain business is concerned, I do not believe there is any serious readjustment problem. There will be price adjustments of course, and probably some wide fluctuations, but if the country grain dealer will stick strictly to a merchandising business and attend to it and eliminate speculation wherever possible by keeping his grain marketed or hedged, I am confident that he will have no serious readjustment problem.

Out in this country, the greatest food producing section in the world, where our farms, our homes, our factories, our transportation systems, in fact our whole business and economic life have been built on, and our energy devoted to the production and distribution of food and food products, there is no re-conversion necessary whether entering a period of peace or a period of war. There are, however, many improvements needed to make up for the wear and tear of the past few years and these should be put under way.

Motor Trucks and the Grain Business

In improving driveways and dumps we should not overlook the fact that a new era in transportation is here. The motor truck has come to stay as a factor of increasing importance in transportation and delivery of commodities between town and farm and with the development and improvement of highways, the dealer who is prepared to take deliveries by truck will have a distinct advantage. This subject is scheduled for general discussion tomorrow afternoon, as is also the subject of "Expense of Operating an Elevator Business." We find that many grain dealers are not definitely informed as to the total expense of conducting their business, and that in fact the buying margin taken by country grain dealers often does not cover the actual expense, but that the profits, if any, are made by the fortunate trend of prices, and by the exercise of judgment in taking advantage of market conditions. As stated before the purpose of this convention is to promote a discussion of subjects that relate directly to the country elevator business. Every grain dealer in attendance, whether a member of the association or not, is not only invited but expected to participate in all the discussions and deliberations. Different men often see the same subject from different angles. Let the rest of us have the benefit of your views.

George A. Wells, secretary of the Association, then gave his annual report which included the condition of the treasury, in part, as follows:

ANNUAL REPORT OF SECRETARY

The experience of the country grain trade during the crop year of 1918-1919 has been most peculiar and extremely hazardous. The normal conditions, of supply and demand were set aside and the competitive machinery of the grain trade was thrown out of gear by the regulations of the U. S. Food Administration.

The country grain shipper may and does to a certain extent exercise judgement in dealing with natural conditions of climate, supply and demand and the fact is the profit earned by country grain shippers over and above actual expense comes from that source. It is impossible to exercise judgement as to the unexpected official announcements of the U. S. Food Administration that effects violent fluctuations in values of grain as has time and again occurred during its administration.

Experiences Growing Out of Regulation

We have experienced, in my opinion at least, a demonstration of the fact that when the natural laws of supply and demand are interfered with or violated that the penalty must be paid. We have experienced the most violent fluctuations in grain market values ever known in the history of the grain trade during the administration of the Food Control Act, caused by abnormal conditions and unnatural influences regardless of the intention of the Food Administration to stabilize values and conditions. We have also in my opinion experienced as much vicious speculative activity under the regulations of the Food Administration as would have occurred under normal and unrestricted trade conditions. I mention these matters not in the sense of criticism but as a lesson from experience.

When the peace proclamation is signed by the President which no doubt will be soon the original Food Control Act will cease to be in effect and the Enabling Act recently passed by Congress will then be the authority for the establishment of an agency to carry out the Government 1919 wheat price guarantee with the farmers of this country.

The problems involved in the handling of the 1919 wheat crop will be materially different from the 1918 crop for the reason that in all probability the supply and demand price level will be lower than the Government guarantee price and the business of buying and selling wheat will be done entirely on a discount basis below the guarantee price instead of at a premium as was done much of the time with the 1918 wheat crop. Therefore, I desire to seriously impress upon the minds of the country dealers that there will be no source of profit in the handling of wheat except as shown in the daily buying margins, and it is up to the country grain dealers to determine accurately the cost per bushel of buying, handling and selling wheat.

Work of Grain Trade Advisory Committee

During the past year your secretary has served as a member of the Food Administration Grain Trade Advisory Committee which Committee is composed of 12 representing different branches of the grain trade of the United States. Mr. A. E. Reynolds, Crawfordsville, Ind., Mr. A. U. Clemons, Marshall, Okla., and myself representing the country elevator interests on that committee and we have spent much time during the past year attending conferences with the officials of the Food Administration Grain Corporation at New York and Washington.

While we have not always been in full accord with the views of the officials of the Grain Corporation yet on the whole we have recognized the war emergency situation and believe that we have served to smooth out some of the places that might otherwise have been more unfavorable had we not been given an opportunity to be heard.

We have been particularly opposed to the opinion expressed by President Barnes that a reasonable buying margin on wheat for country dealers as between the price paid to the farmer and the sale price at destination of five to eight cents in addition to freight charges. The terminal charges including commission at one percent, weighing, inspection, interest, etc., being approximately three cents leaves the country dealer a buying margin net his track of only two to five cents which we positively know and which I believe will be demonstrated during this convention is insufficient to pay actual expenses.

The St. Louis Conference

A conference was held at St. Louis on March 21 under the auspices of the Grain Dealers National Association which was attended by about fifty delegates representing each of the surplus wheat producing states.

The purpose of this conference of representatives of country wheat shippers was to submit statements based on actual experience of the cost of buying, handling, shipping and selling wheat and the statements thus compiled were placed in the hands of a committee for final preparation to be used at the proper time as evidence of such cost in undertaking to have the Government agency, that will have charge of the 1919 wheat price guarantee, establish a reasonable buying margin that will be based on such showing and a resolution was adopted requesting President Goodrich and Secretary Quinn of the Association to endeavor to obtain a hearing on the matter.

The terminal market and transportation problems during the past year have been almost entirely included in the regulations of the Food Administration and the Railroad Administration so that Association work along these lines has been largely a matter of construing regulations and undertaking to protect the shippers so far as possible against the promulgation of impracticable rules and regulations in the hearings and conferences and all grain trade organizations have jointly participated in this work to a greater or less extent. The regulations of the Food Administration are now matters of past history which I think it is not necessary to review.

Railroad Orders and Rulings

There is much conflict and confusion regarding jurisdictional authority as between the United States Railroad Administration, the Interstate Commerce Commission and the state Boards of Railroad Commissioners.

The Railroad Administration Order No. 15 relating to track maintenance and repairs was originally supposed to apply to private industry and spur tracks but there seems to be a question about that and it appears that an attempt is being made on the part of the railroad companies to charge grain shippers whose elevators are located on railroad side tracks with the expense of such maintenance and repairs.

We have taken the matter up through the Commerce Counsel for the state of Iowa, Judge Henderson,

and he has, as yet, been unable to obtain a definite construction of this order.

The carriers are again increasing the rental charge for elevator sites and we have just obtained a hearing by the Iowa Board of Railroad Commissioners on the petition of the Staceyville Grain & Coal Company vs. Illinois Central Railway.

It would seem advisable that grain shippers should decline to sign any leases or agreements that provide for the payment of expense of maintenance and repairs until the question of the legality of such charge can be determined and also to report the matter to us.

R. A. General Order No. 57

The Railroad Administration General Order No. 57 has been modified under General Order No. 57-A, by eliminating therefrom reference to a number of disputed questions including the payment for the installation of grain doors, liability for leakage through grain doors and the use of the hammer test in determining whether a car is grain tight. These matters are left to the Interstate Commerce Commission for decision in a proceeding now pending before the Commission.

The General Order No. 57 is still objectionable for the reason that it relieves the carrier of the burden of proof.

The provisions of the General Order No. 57 are included in the Loss and Damage Case, Docket 9009, of the Interstate Commerce Commission in which case the Interstate Commerce Commission did not make a ruling but recommended that the shippers and carriers organize a joint committee for the purpose of deciding as to the questions involved in loss and damage claims.

This joint committee has been working vigorously on the matter and it was because of the efforts of that committee that the General Order No. 57 has been somewhat modified as stated. The committee will probably finish its work within the next few months.

The secretary's report was adopted and the financial report of the treasury was referred to the Auditing Committee.

The president then appointed the following committees:

Nominating—M. E. DeWolf, S. W. Larson and Wm. Londergan.

Auditing—E. R. Wagner, Louis Davis.

Resolutions—J. R. Murrel, O. K. Morrison, Frank Milligan.

Mr. DeWolf suggested that slips be circulated and votes cast for president, vice-president and directors as a guide for the committee in choosing officers.

TUESDAY AFTERNOON SESSION

Secretary Wells opened the afternoon session by conducting a discussion on the expense of operating a country elevator business and from a chart showing itemized expenses figured a handling expense of .0769 per bushel for a country elevator handling 100,000 bushels of grain annually. Taken as a whole the dealers argued with Mr. Wells in these figures, which proved conclusively that an 8 cent margin as suggested by Mr. Barnes is insufficient for a profit to a dealer. The chart showed the following figures:

Operating Expense	
Interest on average investment in elevator building and machinery of \$80,000 at 7 per cent	\$560.00
Interest on average investment in grain on hand and in transit, \$10,000 at 7 per cent	700.00
Depreciation and repairs on building and machinery of \$80,000 at 10 per cent	800.00
Power and light	300.00
Salary of owner or manager	1,800.00
Wages for extra help	900.00
Normal taxes	150.00
Fire insurance	200.00
Workmen's indemnities, public liability	30.00
Tornado insurance	28.00
Incidentals, telegraph, telephone, postage, office, fuel, cooping cars,	325.00
Marketing Expense	
(Freight charges included)	
Loss of grain in transit	200.00
Loss, deterioration and misgrading	200.00
Inspection, weighing	100.00
Terminal market commission charges	1,200.00
Incidental war tax on freight, demurrage, switching, etc.	200.00
Total expense	\$7,690.00
Cost per bushel	\$.0769

P. E. Goodrich, president of the Grain Dealers National Association, delivered a most able address branding the Government ownership of railroads "as Prussian" and a "boon to the socialistic element," and also assailed the Government for establishing wheat prices, regardless of the world's conditions or the necessities or welfare of the American people. He spoke as follows:

PRESIDENT GOODRICH'S ADDRESS

Outside of the iron and steel industry and their very closely allied coal industry, there is no other business in this country so vitally interested in the railroad problem as the grain and milling business. Indeed there is nothing transported that so vitally interests both producers and consumers of our country as the producing, gathering together, transportation and in the end the delivery to the people of the great cereal crops grown in our fertile valleys and upon our broad prairies.

Two very important propositions confront us at this time. Shall the railroads remain under Governmental management, be purchased by the Government or shall they be returned to their owners and the Government cease to operate them?

They will, without any additional legislation automatically return to their owners not later than twenty-one months after the treaty of peace with Germany is signed unless the President by decree returns them to their owners at an early date.

No body of business men so far as we know have petitioned or asked the Government to retain them longer; but to the contrary business organization after organization have met and resolved that they should be returned to their owners without any unnecessary delay; but when we do this, the most of us return home with a self satisfied air of having settled

the whole matter and proceed to forget all about it. Now the people who believe in Governmental ownership of railroads, telephone, telegraph, coal mines, packing houses and all other basic enterprises, are never idle, they are eternally at it and have the courage of their convictions.

Now do not forget this—that the Government ownership of the railroads is the first great battle. If they, the socialistic element, win in this fight, then the balance of their program will be comparatively easy.

They are closely organized. There are over 2,000,000 men in the employ of the railroads of this country, practically all of them voters. They are almost a unit in favor of Government ownership. Add to this the members of their families and close personal friends and we have at least 4,000,000 voters. Then add to this number, those who believe in Government ownership of these great industries, who realize if their ideas are to prevail, the railroads must first be nationalized, operated and owned by the Government.

This is a new country and must be developed; that development depends more on transportation than any other one factor. Our railroads have been the business pioneers, which have always followed closely those sturdy souls, who have hunted out new locations to build new states, towns and cities. The railroads have gone forward, promoted and built by far seeing men. This can continue thru private enterprise with a hope of an ultimate reward commensurate with the chances taken.

Government Ownership Means Prussianism

We are not ready to Prussianize our country by venturing into Government ownership of these and other business enterprises. Do we want our Government to reach out and dominate as has the German government? Their railroads were never as efficient as ours, their equipment both freight and passenger is much inferior and their rates for all kinds of service much higher. Germany's iron hand was in control of their railroads as it was and is of every branch of trade, schools, professions; their idea of the government being superior to all was ever kept before her subjects.

The operation of our railroads by the Government has been very costly. With absolute power, no competition, pooling all equipment, the right to embargo,



PRESIDENT-ELECT C. C. CANNON

abandonment of trains, reduction of terminal and other expenses, yet the roads in 1918 under Government operation handled less freight per mile and less passengers and at a larger increase in cost.

Compare the way in which the freight offices of the railroads were handled under private ownership and are now operated under Government operation. You and I know that the work is done not so promptly, courteously, nor with the thoroughness of formerly.

It has been proposed that we have Governmental directors of railroads, that is the Government have one or more members of the board of managers of all railroads. We believe this will defeat its very purpose. If we are to have Governmental help in management it will handicap that management. There will be halting and hesitation. You cannot hold private management to accountability at the same time having government officials joining in that management. With Government directors and Government interference in the selection of managers, other officials and in shaping the policy, I cannot see how politics could be kept out.

The Interstate Commerce Commission

When we first began to think of these things I was of the opinion that the Interstate Commerce Commission should have accorded it in addition to the powers it has now, all other Governmental interference or supervision necessary. But I have gotten past this view and am now of the opinion that these powers should be divided. I believe the Interstate Commerce Commission should be shorn of its administrative powers and retain only its judicial powers.

It is not well, I think, that it should have both powers. And while I am sure a secretary of the railroads, to be made a member of the President's cabinet, would be unwise as it would eventually put the roads in politics and make the whole thing unstable on account of the shifting of the parties and rapid changes in administration. I am ready to concede that some one person with broad powers should be designated by the Government and he should be a railroad executive of great ability and be paid sufficient salary to retain his services for a term of not less than six years and be reappointed as long as he is efficient.

I am very sure that we, as grain men, should take a keen personal interest in this great question. We are not only personally interested but to my mind the future of our free government rests largely upon the way in which these great questions are met and solved in the next few months.

We have seen how in the past few months those in control have made new and arbitrary rules, have endeavored to do away with practices and promises upon

which many small markets have been built up and have endeavored to fasten upon the grain and milling industries burdens that in many instances would have annihilated that business. Through vigorous protests by the different state associations and the National Association, they secured the drawing of the Order No. 57, which in its original form annulled all the contract rights and common law rights of the grain shipper.

The Side Track Order

If you have not yet received, you soon will receive a polite notice from the Superintendent of Maintenance of way of the road on which your elevator is situated, that under authority of General Order No. 15, you are assessed and will be expected to pay anywhere from 35 to 100 per cent of the cost of maintaining the siding adjacent to your elevator and further stating that unless they have your written consent to pay such amount, the railroad reserves the right to refuse to set cars to your plant. This is another example of the beauties of Government operation of railroads.

I assume not a grain man in the sound of my voice will consent to such an unjust charge. We can beat this order if we fight for our rights and do it intelligently. Let us file our protest with our associations and then file them with the Congressmen from your district and both your United States senators.

The 1919 Wheat Crop

After being privileged to hear for three days the discussion before the Agricultural Committee at Washington and having the pleasure of hearing Julius Barnes give his testimony, I saw that under present conditions there was nothing to do but for the Government to buy the wheat, all of it offered and market it as best it can. If there is a loss, pocket it as an individual would do.

After discussing with a great many grain men and millers the following plan, I am thoroughly convinced it is practical, workable and fair to the Government, farmers, and every branch of the grain and milling trade and will be a saving to the ultimate consumer of bread in this country.

At St. Louis, I suggested that an advance in the Government price of \$2.36 per bushel for No. 1 wheat be made of a cent to one and one-half cents the first of each month beginning with July 1, in the Southwest and at a later date as the harvest progresses northward.

I am now sure that we should insist that a storage, interest and insurance charge be paid the grower of wheat of not less than 1 cent a bushel per month, perhaps computed in fractions of months just as divided by public elevator charges, and that an amount of not less than 2 cents a bushel per month be paid on wheat held in store by country elevators to cover interest, storage, insurance and other items. These charges to be added to the price when wheat is forwarded to terminal markets or mills.

In the handling of the 1918 wheat crop the service rendered by the country elevator operators was woefully underestimated and his right to live and operate his business almost entirely lost sight of. We will be recreant to our duty if we do not insist on our rights in the handling of this crop and endeavor to see that the rights of the smaller dealer are not fully protected.

I am sure this plan would result in keeping a large amount of wheat back on the farms and not congest the transportation lines and distributing centers. If we are to produce a billion and a quarter bushels of wheat and the world's price, if there is one, remains below the Government fixed price, the wheat will be rushed to market in larger volumes than ever before, with such a jam in the export and other markets, that the car supply will be inadequate to transport it and the result will be a loss to handlers in interest and other charges. If, however, we can prevail on the agency that has control of handling the crop for the Government, to pay this additional charge, it will stimulate the holding of wheat by farmers, country mills, grain dealers and others. I have thought that three to five hundred million bushels would be held by farmers, country millers, grain dealers, outside of the terminal markets. You can readily see what a great benefit this would be to the railroads by holding the wheat back and to the Government it would save the borrowing of millions of dollars.

If this plan was adopted it is fair to assume that within five months of harvest, we would not see our soft winter wheat sections bare of wheat as was the case this year and witness millers being compelled to pay 10 to 30 cents above the Government guaranteed price to procure wheat with which to keep their plants in operation. And again it would have a good effect if farmers could know very soon that such a plan would be adopted, as they would build storage on the farms to store a larger portion of their crop than formerly, thus giving employment to labor which needs employment at this time.

If the paying this storage charge resulted in a shortage of any particular kind of wheat or of all kinds, the agency in control could annul the payment of the charges which would result in the wheat again flowing to market.

In my opinion a mistake was made last year in designating too few markets in which the Government would accept, pay for and store wheat. On this crop we should insist that the Government agency, whatever it may be, must accept wheat not only in the specified markets of last year but in any market where they have adequate weighing and inspection facilities, not less than 1,000,000 bushels storage capacity and a Board of Trade, Produce Exchange or other organization to which the weighing and inspection departments of the markets are accountable. This again would lessen the congestion in the larger markets and would keep more of the wheat adjacent to the district in which it was grown and would permit the grain trade to more nearly handle the wheat crop as they have always done.

If it is fair to assume that the Government will not do anything to the burden of the Government. At this time the Government is releasing wheat to mills at about 14 cents per bushel over the fixed price and in many instances this wheat is being shipped back to mills situated very near the fields in which it was grown. The consumers of the flour are not only paying the fixed price but also plus 14 cents a bushel plus the back haul of the wheat to their mills. It appears plain to me that if the plan we propose is adopted on this crop, a large part of this extra expense would be eliminated and the surplus wheat would more largely flow in its natural channels.

These conclusions are based on the assumption that we are to have at least a billion crop of wheat and from 3,000,000 to 5,000,000 surplus with abundant wheat in the world to more than supply its needs and prices lower than our government guarantee. If something should happen to our splendid crop to lessen it greatly or the demand of the world become so urgent that there would be no surplus and it would all be needed, the price could easily go above the guarantee, the Government's troubles would be over and

the storage and other wheat problems would vanish into thin air and the law of supply and demand would again operate.

To my mind that is exactly what should occur, should the present prospect for a wheat crop become an actuality, a few months hence. It will be a boon not only to our own country but to the bread eating world if our fertile fields do produce a billion and a quarter bushels of wheat. I am sure our country would be doing our own consumers a grave injustice to attempt to hold the price of wheat so high that it will suffer no loss. A commercial mistake was made when the price was fixed, it should never have been done even as a war measure. We should not, at this time, commit a greater wrong by forcibly holding the price of this crop at above its actual value measured in the markets of the world, for the whole structure of food prices rests largely on wheat values.

In my opinion a greater economic crime could not be committed than the Government, by main force, maintaining the price of this wheat crop at the guaranteed price, regardless of the world's conditions or the necessities or welfare of our own people.

Neither do I think it is fair to little Belgium or devastated France, who were fighting our battles three years before we accepted the deliberate challenge of the brutal Huns, that they now be compelled, on account of their impoverished condition and low financial credit, to pay a fictitious and unwarranted price for bread for the sole purpose of saving our government from paying a part of the war expense that they voluntarily assumed when the 1919 wheat price was fixed. We should be game losers and take our loss without flinching. No other course is the true American way; let us taxpayers be as game as were Pershing and our boys in France, when the valor of American soldiers both white and black was first proven on European soil and demonstrated that the high ideals of Bunker Hill, Yorktown, Chickamauga were still the ideals of our people and the safeguard of the republic.

The Grain Dealers National Association.

You are, I assume, all members of the Western Grain Dealers Association and are thoroughly conversant with its activities. So it is hardly necessary to discuss with you the need of such organizations. But I do want to trespass on your time for a little while to call your attention to some of the things the Grain Dealers National is doing and endeavor to show you how necessary it is to have a strong national organization.

Some twenty-five years ago organizations of grain dealers began springing up. First a few in separate localities would form local associations for mutual information and protection. These grew into district and later into state organizations so that now there is in every grain surplus state a good strong association made up of country shippers, track buyers and commission men. Since the advent of these organizations and the activities of our splendid trade papers that have no superiors in any of our great industries, which have enthusiastically supported the legitimate grain trade as a whole, the country grain trade has been revolutionized and the morale of those engaged in the trade has wonderfully improved, until they have become the peer of men engaged in any other business and are the recognized leaders in all the activities, looking to the upbuilding of those communities in which they live. Their elevators have been rebuilt and improved with all modern appliances until no business of any character is better fitted to do the thing they are expected to do than are the country elevators of grain giving states of our country.

These state associations are of our great work and are vital to the grain trade. Twenty-three years ago far seeing men saw the necessity of a national grain dealers' organization, one representing all the trade from the smallest grain dealers away out on the vast prairie to the largest exporter in the terminal market. Thus to meet this demand the Grain Dealers National Association was organized and the struggle to build up a strong beneficial national organization began.

For years this struggle was a heart breaking one, the field was new, dealers were poor and not able or inclined to pay reasonable dues. At several times within the first few years, it all but failed but men who believed it can be done, went forward with money and kept it in the field until it proved to the trade as a whole that there was a real field for its endeavors and a necessity for its perpetuity.

I am sure that the past few years have proven to every thinking grain merchant in the country, that it has been a benefit to the trade far in excess of its cost and has richly repaid those splendid men who so sacrificed and worked that we might reap the benefits of this forceful organization.

It has grown until now it has about fifteen hundred direct members and over three thousand affiliated members. It has direct members in our sister country on the north, the Dominion of Canada as well as in more than thirty-five states of the Union.

We have at Toledo a secretary as efficient as any organization anywhere has, a splendidly equipped office that is up to the minute in efficiency and usefulness. Since the world war began the work accomplished has been remarkable and the results of the efforts put forth most gratifying, to those who know what was attempted to accomplish.

When the National Grain Dealers Association was organized there was a wide difference in grades and rules for grading between the many markets. One of the first tasks it undertook was to start a campaign of education to eliminate these differences and bring the inspection in the several markets nearer to uniformity. While all striven for has not been achieved, yet as who have been in business a few years know that great progress has been made and the goal may not be as far distant as some may think.

When our Association was organized we had no Arbitration Committee and the dishonest shipper and receiver alike preyed on the legitimate trade and no protection was to be had only through costly litigation. This arbitration feature of our work is worth more to our members doing an interstate business than the annual dues charged. The trade rules have eliminated many chances for disputes and where they are understood and followed there is small chance for dispute and honest differences of opinion are easily adjusted.

Transportation is one of the great questions in the grain trade that we are most unable to cope with singly but throughout the years the Transportation Committee of the National has been constantly at work combatting proposed unfair charges and working to the elimination of unjust restrictions.

While this work has been going on without much noise and blowing of trumpets, it has been of almost inestimable value to our members as well as the grain trade as a whole. For remember this, when we do benefit our own members, we serve all of those engaged in the grain trade, and for this very reason you should all belong to some grain association.

For the past two and a half years the organization

has kept some one in Washington practically all the time doing the things necessary to aid the Government win the war and at the same time keep constantly in mind the needs of the grain trade.

The necessity for a strong and intelligently directed National Association was never greater than at this particular time.

The reconstruction period is here, gigantic problems are to be met and solved. Everything in the country for four years has risen enormously in value, expenses of doing business have doubled and quadrupled. We have become careless as to expenses and all is unusual and unreal. So we need stronger and better associations than ever to assist us and our country and business back to a safe and sane basis without the sobering influence of a financial panic or such a political upheaval as they are having in Europe at this time.

The problem of handling the 1919 wheat crop, the return of the railroads to their owners, the wresting of the telephone and telegraph lines from the management of a socialistic Postmaster General and many other grave and momentous problems will face the new congress to be called together on President Wilson's return from France.

It is our duty to our country and of the highest importance to the grain trade that the Grain Dealers National be in a position to take part and help shape the settlement of these great questions that are of such transcendent importance to each member of the grain trade.

If we are to do the things you want done we must have your support and enthusiastic help. When your secretary at the request of Secretary Quinn, writes or wires you to do a certain thing, do it at once and report to him that you have done it.

Our great numbers are of little benefit unless we make use of them and they are almost irresistible if properly used in shaping legislation. If we do but our duty to ourselves and our honored business, I want to urge that all of you who have not already done so, first join your local organization and then become members in the National Association.

I want to thank you for the most courteous hearing you have given me and tender to you the services of the National Grain Dealers Association whenever or wherever it can be of any service to you. It has no excuse for existing if it cannot be of real and lasting benefit not only to each of you but to the grain trade as a whole.

I hope to meet you all personally while in your midst and urge you to come to St. Louis next October to the Twenty-fourth Annual Meeting.

K. M. Bickel of the Integrity Mutual Casualty Co. of Chicago spoke on the Workmen's Compensation and Legal Requirements of Iowa, Nebraska and South Dakota. He stated that workmen's compensation started first in Germany, then taken up by France, England, Canada, and then by the United States. He pointed out that different states had different workmen's compensation laws but the privilege of all is to pass the cost of industrial accidents upon society and so doing see that both employer and employee get a square deal.

He referred to the different kinds of companies operating under the compensation laws and explained the difference between mutual and ordinary insurance companies and the service given by the former resulting in a square deal to the employer.

Jay A. King, president of the Western Grain Dealers Mutual Fire Insurance Company, read a paper outlining the theory and the operation of a mutual fire insurance company, showing how the cost of insurance can be reduced by inspection and co-operation and explaining rate schedules and deficiency charges.

WEDNESDAY MORNING SESSION

Mr. Wells in opening Wednesday morning's session talked on the risk of ownership of grain and how this risk will affect the margins chosen by each dealer. He pointed out that in assuming his risk account must be taken of the rise in prices of contract grain, misgrading, defective scales and improper weighing, wastage in going through house, leakage through poorly cooped cars, and the final grading by the Grain Corporation. These he stated were the things that cut the margins of profit on grain.

Adolph Gerstenberg of Chicago, a member of the committee representing the grain trade during the discussions of the oat grades at the Government hearings discussed the oat grades and particularly the kinds of oats raised in Iowa and the Northwest. He stated that he worked hard to include the yellow oat of Iowa on account of his familiarity with it. He suggested that the dealers start right now and familiarize themselves with the rules of listing oats even though the oat grades do not go into effect until June 16.

J. P. Haynes, traffic commissioner of the Sioux City Board of Trade, followed with an address on "How Present Transportation Rules, Rates and Regulations Affect the Grain Shipper." He advocated the return of railroads to private interests but not under the laws that existed prior to federal control for we have long ago outgrown the regulatory acts and broader legislation is needed.

He stated that the railroads were taken over strictly as a war measure and since that service was well performed the time had come for the railroad administration to recognize the public that pays for maintenance and transportation facilities. He added that over \$800,000,000 had been added to the pay rolls and material costs of the railroads under government control and that this must be maintained by the present rate situation but the present oats situation will not stand as a permanent law of the land under legislation effective during war times.

Mr. Haynes seriously objected to the rates on grain from the West which have increased from 55

to 85 per cent from what they were prior to June 24th. He voiced his objections to Railroad Orders No. 24, 15, 41 and 57 and blamed the grain trade for not getting relief on account of their inability to argue and to work as a unit as the railroads do.

He stated that Order No. 57 was formed by a group of freight agents and that order No. 57A should not be accepted, this (No. 57A) will expire with the Federal Railroad Control Act.

A two dollar charge for reconsigning is unjust, he claimed, on top of the already high charges. He also urged that all unsettled claims filed since January 1, 1918 should be followed up at once as this privilege will automatically expire January 1, 1920, under the Uniform Bill of Lading law, 6 per cent interest will be paid on overcharges, if any, on loss and damage claims.

A paper on "The Government 1919 Wheat Price Guarantee Problems," was read by Secretary Geo. A. Wells, who was a member of the Food Administration Grain Trade Advisory Committee, which is as follows:

THE GOVERNMENT 1919 WHEAT PRICE GUARANTEE PROBLEMS

The Food Control Act will expire when the peace proclamation is signed and the Enabling Act recently passed by Congress provides for the fulfillment of the Government 1919 wheat price guarantee and is simply an extension of the broad powers of the Food Control Act and relates to wheat and wheat products only.

The problems attending the enforcement of this Act and the fulfillment of the Government 1919 wheat price guarantee will differ materially from the problems that arose in connection with the handling of the 1917 and 1918 wheat crops as in all probability there will be a large surplus in the 1919 crop and a supply and demand price level much below the Government guarantee price. Much of the wheat of the 1918 sold at a premium above the Government price. A police regulation of the farmer will be necessary in order to prevent fraud and abuse on his part as he will not be entitled to sell more wheat at the Government price than he actually produced. The licensing system will undoubtedly be applied to the grain trade as provided for in the Act.

The Storage Problem.

The storage problem will be most serious as there is not one-half of the elevator storage that would be necessary to receive all the wheat if the entire crop should be marketed by the farmers as soon as threshed and the transportation facilities would be utterly inadequate to handle the shipments.

It is obvious that it will be absolutely necessary to make the best possible use of the storage on the farms and in country elevators. It would be impracticable and unwise to fill up all of the terminal market elevator storage with wheat so as to interfere with the storage and handling of other grains.

The Act provides for reasonable compensation for storage in elevators, on farms and elsewhere. Compensation for storage on farms and in country elevators implies Government ownership of such grain but I cannot conceive how the Government can practically assume ownership of wheat on farms or in country elevators where there is no official inspection and the Government obligation to purchase wheat at the guaranteed price does not apply to wheat of no grade quality.

Presumably the most practical method by which compensation could be given or storage of wheat on farms and in country elevators would be to establish a graduated increasing price basis advancing the price for example, one cent per bushel for each fifteen days or fraction thereof during the crop year or so long as might be necessary to encourage the holding of wheat by the farmers or country dealers.

Such storage allowance should take into consideration the interest on the money invested which would amount to more than one per cent per bushel per month to say nothing of the shrinkage and possible deterioration in quality. I doubt if compensation for storage at the rate of one cent per bushel for each fifteen days or fraction thereof would be reasonable.

It might be necessary that the Government arrange for financing the country dealers to enable them to carry wheat in store for Government account as in many cases the available banking facilities would be insufficient to provide the funds necessary to carry the wheat in store. The farmer and the country dealer would assume the risk of ownership as to waste and deterioration.

Controlling the Crop Movement.

There is, however, another view of this problem which is, that the Government is not obliged under the President's proclamation to accept delivery of the 1919 wheat crop at any particular time so long as it is within the crop year and that the movement from the farmers may be controlled by the permit system or our car supply.

The grain trade will be vitally interested in the agency that may be established to administer the Act and also in the personnel of its management, as the welfare of the grain trade so far as wheat is concerned will depend upon the consideration given by such agency.

Important questions of Government policy will be as to whether or not the Government will undertake to minimize its loss by maintaining a price for flour to the consumers of this country higher than the world's price level also as to whether or not the Government will undertake to conduct a business of domestic and foreign commercial distribution of wheat to the partial or complete exclusion of the grain trade in order to minimize its loss.

The Government agency under the provisions of the Act may either absolutely monopolize the handling of wheat from the farmer to the consumer or may minimize its activity almost, if not entirely, to the point of returning the business to the grain trade and undoubtedly the size of the 1919 wheat crop will largely decide the policy of such agency in this matter.

As is well known, European countries have maintained a central agency for the purchase of grain in this country and will no doubt continue such agency for some time to come and such a central buying agency has an advantage in buying from unorganized individuals of the trade in this country and inasmuch as the price at which our surplus wheat is sold for export will directly effect the Government's loss on its guarantee price to the farmer it will no doubt be considered necessary that our Government maintain a central selling agency to cope with the efficiency of foreign buying agencies and thus control the exportation of wheat as incident to negotiations of internal trade relations, an important feature of which

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is the financial ability of European countries to make payment for its purchases and the necessity of credit being extended by the United States.

The great question of the whole matter would seem to be as to when and where the Government will liquidate its loss, whether by direct settlement with the farmer or by engaging in the commercial handling of the wheat and assuming the loss as in the usual course of business.

Mr. Goodrich in discussion stated that he did not know why the grain elevator operator be requested to make only 8 cents a bushel margin on wheat with no profit when the Government regulations are off with the packers. He also favored holding Mr. Barnes as head of the Government agency to handle the coming wheat crop.

Mr. Wells suggested that the grain dealers accumulate no more wheat than they can consistently take a chance on.

J. A. Schmitz, editor of the *Scale Journal*, Chicago, read a paper on "The Value of Accurate Weights." Mr. Schmitz's paper follows:

THE VALUE OF CORRECT WEIGHTS

In days gone by, the demand for greater accuracy in the weighing of grain was invariably directed toward the terminal markets. In those days of dockage, and wasteful and sometimes questionable practices, little thought was given to the improvement of the weighing facilities and practices at interior grain shipping points. Possibly this was due to the fact that the "settlement terms" were always "terminal" weights, and, under the circumstances, many of the interior grain dealers felt they were not justified in expending a great deal of money on their weighing facilities.

But now, all this is changed, and all concerned,—farmer, shipper, receiver and carrier—are everywhere demanding the highest possible degree of efficiency in the weighing of grain. In fact, the attitude of carriers in declining so many claims for losses, or their insistence on compromising such claims, makes it imperative for the country grain dealer to be doubly certain of the accuracy of the weights he records. Even the farmer is installing scales for the purpose of checking against possible loss due to incorrect weights. And the country grain dealer who does not recognize the need and the demand for accuracy in the weights recorded by him is traveling the road to disappointment.

Some Interesting Cases

Reminiscing further,—in years gone by, it was no uncommon thing to find scales at country grain shipping points that had not been tested for years. I recall one wagon scale that, the owner told me, had not been tested since he bought the elevator, some 16 years before. In this instance, the scale was found to be weighing against the owner an amount he computed at \$800 in the six months previous to my test.

Another instance, of more recent date, was brought to my attention because of weight differences between a grain dealer's and a farmer's scales. After testing the grain dealer's scale, which I found to be weighing in favor of the farmer, I examined the farmer's scale, which was what is known as a pitless wagon scale. The error in the scale was in favor of the farmer, and the scale was in such condition that repair or adjustment was out of the question.

Still another instance that was brought to my attention concerned differences between a country grain dealer's weights and Chicago weights, which differences were due to the condition of the scale at the point of shipment. The shipper complained that while the oats weighed over his scale fell short in weight at destination, his corn heels out, and in some cases over-ran. And he argued that the checking out of his corn weights with Chicago was proof that his scale was correct, and he insisted that the parties buying his oats must be short weighing them.

A test of his scale, however, disclosed the causes for the variances as follows: First, the ratio of his scale, i.e., the relation of the hanger weights to the load applied in the hopper, was in error against the car. Second, when the scale was fully loaded, there was a serious bind of the scale spout, which overcame the error in the ratio of the scale, and made it a negative error.

Now, in shipping oats, small drafts were weighed, and the scale spout did not bind under these lighter loads, hence the oats weighed into cars were short-weighted an amount equal to the error in the ratio or the multiple of the scale; but, on the other hand, when the scale was heavily loaded, as was the case when corn was shipped, the binding effect of the spout was the greatest error, and in the opposite direction with the result that his corn shipments held out satisfactorily.

I recall another case that caused contention and ill feeling which was due to discrepancies in weights that were obtained over a wagon scale at a country shipping point. Correspondence with the shipper developed the fact that this scale had been recently repaired. However, later, when I made a test of this scale, I learned that the repairing had been done by an itinerant scale inspector who had failed to prove the accuracy of his work by testing the scale with known weights. My test, with our standard weights, showed errors in the scale ranging from 5 to 10 pounds per 1000 pounds on the different corners.

I also found that the so-called scale man had removed the levers from the scale pit, and had forged over, at the local blacksmith shop, the worn out and rusted pivots, doing a much poorer job of blacksmithing than the village smithy might have done and entirely neglecting the alignment or gauging of the pivots. As a matter of fact these pivots were in such worn condition that they were not fit for re-use, even had the work been done in a well equipped scale shop. And when you consider the accuracy with which these steels must be fitted in order to secure the proper ratio of the levers, you can readily see the impracticability of having this work done by a poor mechanic with insufficient equipment. The scale in question had to be sent to the shop for complete overhauling.

I have another case in mind where differences in weight, between point of origin and Chicago, were due to the weighman's lack of knowledge of the operation of his automatic scale. Upon my arrival at the elevator, the weighman assured me that he had made every attempt to set his automatic scale so that it would deliver the right amount of grain. Yet, he felt positive that there must be something radically wrong with his scale since he had moved the compensating weight to the extreme end of the compensating beam and still his cars continued to over-run. An examination of the scale showed that he had been moving the compensating weight in the wrong direction.

Another investigation that we made, was due to the receipt of the following letter from a country shipper.

Mr. H. A. Foss, Weighmaster,
Dear Sir:

My cars are not holding out as they should. I test my scale every day by weighing myself first on a portable scale and then on my wagon scale, and both scales weigh alike; and it is not probable that both my portable and wagon scales are wrong, and to the same amount. What are you going to do about it?
Yours truly,

Our investigation showed that this shipper's wagon scale which rested on a timber foundation, was in a badly worn condition, and that the scale not only needed general shop repairs, but also needed rebuilding. Incidentally, I found his portable scale to be weighing correctly. And, I am prompted to remark that it is difficult to understand why anyone should feel satisfied to test a four-ton or larger scale by weighing himself first on a portable scale and then on the wagon scale.

Another investigation that I made at a country elevator brought to light some very bad "out of level" conditions. In this case, while the hopper scale was located in the cupola of the elevator, the beam was on the lower floor. The elevator structure was extremely poor, and the supports for the extension levers were yielding and insufficient with the result that the different scale levers were all considerably out of level, even when the scale was empty, and when a load was put in the hopper, the out of level conditions increased materially, some of the levers moving out of level as much as four inches. To remedy the trouble, new supports for the hopper frame and levers had to be brought up from the main foundation.

Measures to Insure Scale Accuracy

The conditions I have described were not taken from isolated cases, but rather they represent types of conditions too frequently found. And adherence to the following precautionary measures for insuring the accuracy of scales and weights will aid in their prevention.

First: Assure yourself that the scale you are using to weigh the grain received into your elevator is adequate, i.e., of proper design, of sufficient capacity, and properly installed on a solid foundation. Similarly, assure yourself of the suitability of the scale and the grain handling equipment you are using to weigh and handle your grain to cars, giving special attention to the location of the scale, and also to the grain handling equipment with respect to the possible hazard of grain going astray, while enroute to cars. In using the term "suitability," I have in mind scales and equipment exactly fitting the particular conditions existing at your elevator.

Second: Having satisfied yourself of the suitability of your weighing and loading equipment, the next step is to see that its condition is such as will insure correct weights and the safe delivery of all grain weighed to the cars for which it is intended. This involves the testing of the scales and equipment. Wagon scales should be tested at least twice each year with 1000 pounds of known weight. Hopper scales should be tested with weights amounting to 8 per cent of their maximum capacity, and these weights should be used in multiples of 1000 pounds.

Automatic scales, in addition to testing their ratio with known weights, should have their operation checked in the following manner:—First, see that the scale is properly balanced; then see that the scale is properly set for the amount and kind of grain you are about to weigh; and it is important to ascertain, at least four times during the weighing of any car, whether the scale is in correct adjustment. Also, consecutive record of all the grain weighed over automatic scales should be kept. Finally, a record of the number of drafts weighed should be obtained from a counter, or tally, directly mounted on the automatic scale itself.

Third: Having provided suitable equipment to fit the existing conditions and surroundings, and having ascertained the correctness of its physical condition, the next step is to insure such operation, such handling and care, as will bring about correct weighing and delivery, and cause true entries of the weights of the grain received or shipped to be placed on the records. To accomplish these much desired results, my experience justifies, I believe, the following recommendations:

- Examine your scale each day to see that the scale parts are free and do not bind.
- See that your scale is balanced before weighing.
- Be sure to observe the action of your scale beam, especially when weighing a load, to see how much it takes to turn the beam. This is imperative in order to know that your scale is working freely.
- Where hanger weights are used, be sure that they are well cared for, and that they are not used for purposes other than those of weighing.
- Where practicable, equip your wagon and hopper scale with recording beams.
- See that your scale is tested at least once each year and oftener if possible.
- Do not weigh drafts of the same amount in succession.
- Make all original entries of weights in bound books.
- Always preserve, for future reference, the original entries of weights.

Finally, when a shortage or over-run is indicated by your account sales, examine your records of original entry immediately upon learning of such difference. You owe it to the man to whom you ship your grain as well as to yourself to make a thorough investigation of everything pertaining to the weighing and loading of the grain you ship, on which excessive weight differences appear. You have a right to expect the terminal man to investigate thoroughly at his end when such conditions are made known, and surely you should be willing to make a similar investigation at your elevator. And, incidentally, in making these investigations, let me remind you that grain going through the sweat in transit, or heating from any other cause, will lose weight of varying amounts.

My 20 years' experience with the Chicago Board of Trade Weighing Department has abundantly proved to me the value of cooperation between the shippers and receiver of grain and terminal weighing departments. And I am persuaded that still closer relations in this matter of weights should be brought about.

J. B. Trenchard of Sioux City, representing Fairbanks, Morse & Co., presented a technical description of scales and weights and the necessity of replacing the ordinary four and five-ton scales with a ten-ton scale to accommodate the delivery and proper weighing of grain in auto trucks. He showed how the vibration of a truck interferes with weighing and injures the ordinary scale and how the

sudden stopping on a scale also jars the scale. Mr. Trenchard stated that their 10-ton truck auto scale was designed to take on all these conditions and that the trade is buying these auto truck scales to accommodate this present method of delivery. He also discussed gas engine power and oil engine power and pointed out that electric drive was more economical when current could be secured at a reasonable price.

E. R. Benson of Sioux City discussed the auto dump and questions of insurance as applied to the danger of oil drippings on the scale platform from the motor trucks.

The Auditing Committee having examined the treasurer's report found it accurate with a total receipts of \$5,832.13, disbursements \$5,217.51, with \$614.62 cash in hand, March, 1919. This was accepted.

The Resolutions Committee submitted several resolutions which were adopted.

NEW OFFICERS

The Nominating Committee submitted the following names for officers for the ensuing year:

C. C. Cannon, Paulina, president.

Lee Davis, Scranton, vice-president.

Directors—J. R. Murrell, Cedar Rapids; J. C. Edmunds, Marcus; W. T. Goy, Tabor; J. E. Kennell, Fremont; E. H. Tiedemann, Ponda.

A unanimous ballot was cast in favor of the names proposed.

Adjourned.

ENTERTAINMENT

An elaborate banquet dinner was arranged for the delegates in the banquet hall of the Hotel Martin Tuesday evening with Geo. M. Evenson presiding as toastmaster. In his usual happy mood he related a number of rich stories which evoked shouts of laughter.

During the banquet the guests were entertained by the Sioux City Board of Trade quartet, a negro jazz band, and by Arthur Deacon of the Orpheum Circuit, after which they called in W. H. Harter of the Board of Trade who gave a brief history of the Sioux City Exchange. He reviewed its accomplishments and its aspirations stating that it now has 53 members instead of the 20 it had when it started in 1907. He told of getting favorable freight rates which paved the way for the development of Sioux City, of the four concrete grain elevators under way, the \$10,000 surplus which is increasing and soon sufficient for building its own exchange building, and of the membership fee increasing from \$25 to \$2,000 with only three or four memberships available at that price.

This was followed by an address by L. F. Gates, president of the Chicago Board of Trade on "Future Trading an Essential Function in the Commercial Distribution of Grain." Mr. Gates spoke in part as follows:

Future trading is the work of many men in many years. Adverse criticism of the grain exchange is generally due to ignorance. Grain exchanges in their functioning are always ready to adopt anything that promises to improve the general grain situation and trading in futures is essential in the distributing of grain, prices being determined by the consensus of opinion of market conditions the world over.

When the war started more wheat was being bought than there was in the country. The Government in its wheat control which followed and the wheat guarantee has so complicated the grain machinery that readjustment will be slow and difficult.

We come in for criticism of short selling simply because we are an organized market. Short selling is found everywhere. The producer is prejudiced. He thinks he knows what the price of his commodity should be but he does not. Many minds and many markets can better determine the price than the producer.

In 30 years the average annual fluctuation on the Chicago Board of Trade has been 37 cents and subtracting the action of "corners" the average is 30 cents.

The trend of prices 30 years after the Civil War was downward after having reached higher peaks than those attained during the world war and history will without question repeat itself. Corn in 1895 and 1896 sold for 20 cents, a decrease of \$2 over the price paid for it during the war.

This market during the next 25 and 30 years will have just as definite a trend downward. One reason is that the world is broke financially, or nearly so. Wheat has been destroyed everywhere and all lands have suffered. The time will come within the next 20 years when money will be worth more than things. The profits you have made may be more than wiped out in the readjustment period.

Our terminal markets are here to determine what a fair price for grain shall be. No monopoly can be maintained where the market is open as in the grain business. The independent grain dealer is in as good a position to get market information as any commission firm or trader. The great trouble in the Northwest is the lack of information and monopoly of news by line elevator concerns.

At present Chicago maintains its position in the future market while handling a smaller proportion of cash grain. We need the future markets for our protection. In the change that is coming the dealer will be in need of the assurance that has been lacking for several years.

We may expect the exchanges will be blamed by the producer because the exchanges indicate the lowering price. When this criticism comes we should be ready to answer it. When we get back to normal we will find the exchanges efficient.

I beg you leaders in Western territory to recall the service of the markets for the past 50 years. I ask you to be a little generous in criticism because of the conditions imposed upon us for which we were not responsible.

I have this to say: Let the man who cannot suggest or provide a better method than dealing in futures keep his peace.

Representatives from the markets were called upon for opinions on future trading. Among them were J. W. Holmquist, of Omaha, who favored trading in futures for at least 10 years to come, and John Flynn of St. Joseph, who was of the same opinion.

E. R. Smith, secretary of St. Louis Merchants Exchange, extended a hearty invitation to the grain trade to attend the annual convention of the Grain Dealers National Association to be held in St. Louis next October.

The visiting grain men were taken on a sight-seeing tour around the city by the Commercial Club Wednesday afternoon.

Wednesday evening's entertainment was furnished by the Sioux City Board of Trade and proved to be out of the ordinary. Three four-round boxing matches by Sioux City sparringers were staged, together with a 30-minute wrestling match.

This was augmented with singing and storytelling by Stella Mayhew, Miss Taylor, Arthur Deacon and Billy Taylor of the Orpheum Circuit, and the Bolshevik quartet, and with music by the Afro-Methodist Jass orchestra. The guests expressed appreciation of the entertainment provided.

CONVENTION NOTES

The total number of delegates registered was 387. Toastmaster Evenson in a most reckless fashion exposed Mr. Gate's past by informing the delegates at the banquet that the present president of the Chicago Board of Trade was an example of the possibilities of the poor boy. He was the son of a clergyman and sold books during vacations of his school days.

L. C. Button Company who operate several country elevators in South Dakota, on April 1 opened up offices in Rooms 510 and 511 of the Grain Exchange Building to do a general grain business.

C. T. Thorbus, president of the Richardson Grain Separator Company of Minneapolis, demonstrated the separation of oats from wheat with a miniature Richardson Separator. Mr. Thorbus is on his way to the Pacific Coast for a three months' vacation.

Fairbanks, Morse & Co. exhibited an F. M. & Co. automatic grain scale, an oil engine, an electric motor, a type of their auto truck scale and scale registering device.

Several auto grain dumps were exhibited, including the Trapp Auto Grain Dump manufactured by the Trapp-Gohr-Donovan Company of Omaha.

C. C. Cannon of Paullina left for home during the convention upon learning that his elevator was destroyed by fire.

The Board of Trade quartet composed of George Strom, Charles Replogle, Dr. Elmer Smith and Commissioner J. P. Haynes scored a big hit at the banquet.

An architect's drawing showing the 1,000,000-bushel concrete elevator to be built at Sioux City for the Terminal Grain Corporation, was on exhibition at the Hotel Martin. This is one of the three elevators to be built at this point for this company. Two additional elevators are to be erected here making a total of 3,000,000 bushels of storage for Sioux City to help house the new crop.

SCALE MEN MEET

The annual meeting of the National Scale Men's Association was held in Chicago on March 17-20. The meeting was opened by an address of welcome by L. F. Gates, president of the Chicago Board of Trade. This was followed by officers' and committee reports of a routine nature.

C. F. Hawkinson of Chicago, in an address on "Full Capacity Beams for Hopper Scales," advocated the use of ratio beams with counter weights.

WATER-PROOFING SCALE PITS

A. C. Johnson of St. Paul spoke on "Water-Proofing Scale Pits," in part as follows:

To secure a dry scale pit the first essential is to put in a foundation that will not crack or develop faults. And this is somewhat of a task, especially in this Northwest country where we have such extreme variations in temperature during the year. A cracked scale foundation cannot be water-proofed except by thorough drainage of the soil surrounding the entire foundation.

In case it is necessary to locate scales where the floor of the pit is below tide or flood water levels, a water tight metal or treated wood pan could be put in to contain that portion of the foundation liable to flooding, however, the excessive cost of this method would be against it.

In such locations I believe a water-proof pit can be put in by keeping water out of the excavation while placing the concrete, put in about six inches of the matt and when this is set enough to walk on, coat the surface with "coal tar paint," then finish pouring the matt and walls of the pit, and before backfilling, treat the outside of the foundation to a good coating of "coal tar paint." In all cases the concrete should be thoroughly mixed and sufficiently wet to insure a close bonding of the materials used with the view of rendering the whole mass non-porous, the liberal use of reinforcing iron will resist frost heave and prevent fractures in the side walls and matt.

FACT VERSUS THEORY

H. A. Foss, weighmaster of the Chicago Board of Trade, gave the following sensible talk on "Fact Versus Theory:"

Fact and theory, which are, in a measure, correlated play important parts in the systems in vogue for protecting weights and grain in transit. The importance

of one to the other depends largely upon the practical application of the latter. While theory, on the one hand, is science and philosophical explanation, it is unwarranted assumption and conjecture on the other hand. In the latter sense, theory may be termed a mere mind picture, which sometimes causes thinking, competent men to appear impractical. The Standard Dictionary refers to such theory as opposed to fact, and having its origin in the mind and not in observation. Thus, a theorist may not always be practical; and often he becomes theoretical and stubborn, and as such, he is an obstruction to progress and to fair dealing between man and man.

I suppose, theoretically, there can be no valid excuse for weight differences. For my part, I am not looking for excuses for any of the shortcomings that may be suggested by the weight differences that are causing so much strife at the present time. Human fallibility, not alone in us weighers, but in those who design, manufacture, and assemble the equipment that is used to transport and weigh our grains, and in those who maintain, handle and inspect such equipment—is too well known for me to waste my time looking for alibis. And anyway, I believe in looking at the weight difference problem from the practical side.

'Tis true that two and two make four, and no amount of theorizing will change that fact. But, figuratively speaking, I find the trouble often is that when we think we are adding two and two, we are, in reality, adding but two and one, the facility, the scheme, the plan, or the system to the contrary, theoretically, notwithstanding.

Theoretically, a new scale installed according to manufacturers' specifications will weigh correctly. Yet a careful man will not use such a scale until its accuracy has been established by known weight. In truth, theoretically, all weighing machines are supposed to weigh correctly, unless, and until, found otherwise.

Theoretically, a car moving between two given points, without leaking evidence being recorded in transit by the carrier's inspectors, has not leaked any grain en route. For, theoretically, if a car leaks grain in transit, one or more notations of such leak-

ing that, or some day you'll get a shock that will jolt you out of your reveries."

To sum it all up, as weighers and scalemen, let's be consistent,—let's be practical,—let's not be carried away by our theories to the extent that our efficiency will suffer, and resultant injustice done.

H. H. Alfrey, scale inspector for the Rock Island Lines, discussed the different scales found in country elevators, and stated that the greatest reliability was to be found in the 12,000-pound hopper scale located in the cupola with a ratio beam, and no interference with the application of test weights from under the scale.

WHY A SCALE

C. J. Scribner of the Burlington Lines spoke on "Why a Scale," in part as follows:

If any of you have in your employ a man on whom you cannot depend, who does his work in an incompetent manner, and whose word is not reliable, what do you do with him. You say, "Can him!" This is easy enough to do with a man, and that is the end of it, but if a scale gets into this same status, especially a track scale, the remedy is not so easy. But what we can do to the scale, and perhaps feel more positive in its accomplishment than in the case of a man, is to fix it so that you can depend on it, so that it will do its work in a competent manner, and so that it will tell the truth, for a scale that does not tell you the correct weight of your load is a liar, the same as a man.

You will agree with me that any given load or quantity of material has a correct weight and only one, and that with the proper facilities we may obtain this correct weight, and when once obtained, it is final. The only way we have of knowing that we have obtained this correct weight is to know that our scales are in such condition as to tell the truth.

Every claim based on discrepancies in weights is caused, of course, by at least one erroneous weight.



SOME OF THE DELEGATES AT THE NATIONAL SCALE CONVENTION, CHICAGO

age will be duly recorded before delivery of such car. Theoretically, then, the percentage of cars that leak grain in transit is really infinitesimal. But, before reaching any such conclusion, it would be fair, also, to take into account the car inspection findings at the numerous destinations after deliveries of the cars have been made; and here again, at some points, the results may be misleading, for at some places nearly all the cars received are recorded as leaking grain in transit, while at other places only a portion of them, and so on.

Theoretically, a car reaching a given railroad yard with seals bearing the same identification marks, as did the seals that were placed on the car in some other railroad yard, moved under continuous seal protection. But with a half dozen or more sealing irons bearing the same identification stamps as those impressed on such seals, and with unprotected boxes, filled with sealing wires or tins and slugs with which to turn out hundreds of other seals bearing these self same identification impressions, it is sometimes hard to make such a theory stick.

Theoretically, a shipper to comply with the rulings laid down for his guidance by the Interstate Commerce Commission, and to use due diligence, must reject and refuse to load any and all cars, tendered him for loading, that are unfit for carrying grain because defective. But during the periods, met with every year, when the supply of available empty cars is far short of the needs and demands, what's a fellow going to do?

For purposes of illustration, I could go on, indefinitely, citing similar inconsistencies of theories relating to the whys and wherefores of weight differences with which you and I are familiar. It is such theorizing that plays havoc with our efficiency, and leads us into wrong channels. Why fool ourselves trying to prove by theory that which ought to be but which is not? Rather, my friends, let's be practical: let's admit the frailties of our carefully designed contrivances, and of our pet theories and systems, keeping in mind, all the while, that a really 100 per cent success of any contrivance, of any plan, or of any system, must, necessarily, depend upon human infallibility which does not exist and never did. This is one very good reason why each and every case of weight difference must be handled on its merits, rather than by rule alone, if justice is to be done to all concerned. Strive as we may, there is no such thing as 100 per cent efficiency. I do not make this statement as a pessimist, for "total freedom from change would imply total freedom from error; but this is the prerogative of omniscience alone." To the progressive man, "the goal of yesterday will be the starting point of tomorrow." Progress has been defined as "the living movement." Show me a man who has jolted himself into believing that he has reached the goal of efficiency, and I will show you a fit subject for the Osier treatment. And so, soliloquizing, sometimes I say: "Foss, the rules and instructions for securing efficiency that you have adopted for the guidance of your employees are fine; they look well; they read well; and theoretically, they should prevent or explain the cause for any and all weight differences that otherwise might occur at Chicago, but don't place too much dependence upon these rules alone, for if you do, some day you'll get an awful fall." And so I would caution you scale experts: "Don't place too much dependence on your pet theories, for preventing this thing or accomplish-

(Of course, neither may be correct, but if the second had not been taken no claim would have arisen.)

After advocating the operation of all track scales by the railroads, who would charge a fee for each commercial weighing, Mr. Scribner concluded as follows:

In conclusion then, we can answer the question, "Why a Scale?" by saying, in short, that if a scale is incorrect and unreliable, "Why," indeed, for better not to weight a load at all than to weigh it incorrectly, for you have done nothing then but to lay a foundation for a claim which is generally a greater liability than it is an asset to anybody.

As I understand it, the best lawyer today is he who does not take his client through a series of court proceedings, although he may do so successfully, but rather he who keeps his client out of court and adjusts all difficulties by agreement, or better yet, advises his client so that he keeps out of trouble altogether.

The best scale is that one which gives the correct weight at all times, and is known to be reliable. Then all controversy is avoided, for no question arises.

We do not expect our watch to keep time if it is not in perfect adjustment. It is just as necessary to keep our scales in correct adjustment if we would have them "keep time."

As a piano must be in tune to insure harmony, so must a scale be "in tune" to insure harmony among the parties to a transaction involving the scale. A scale often furnishes the accompaniment to the "song" the claim agent has to listen to.

I remember of hearing Mr. Hem, a few years ago, discuss "Plumb, Level and Square" conditions, and if these are maintained the results will be of the same nature, Plumb, that is, upright; Level, that is, dependable; and Square, that is, honest.

A lying scale is worse than nothing, for you think you have a weight when you have not. Therefore if a scale does not give you the correct weight, in other words, tell the truth, it is of no real use. Then why have it?

ADDRESS BY J. A. SCHMITZ

J. A. Schmitz, editor of the *Scale Journal*, spoke on "The Relation of the Sensibility Reciprocal to the amount of Test Weights needed in Testing Hopper Scales," in part as follows:

It has been truly stated that a scale's accuracy is largely dependent upon the skill and equipment of the scale inspector into whose care it is placed, and as long as proved accuracy is the only accuracy that will satisfy the commercial world, it is necessary for us to periodically test scales with known weights to demonstrate their correctness. This is as true of grain weighing hopper scales as of any other type of scale, and it is a part of their maintenance, that they receive the careful attention of competent inspectors who have suitable equipment to demonstrate their accuracy, or to bring to light their inefficiencies and need for repair and adjustment. By suitable equipment I have reference to test weights of known quantity rather than to mechanics' tools, and it is the relation of the sensibility reciprocal to these test weights that I wish to particularly emphasize at this time.

"The sensibility reciprocal is the added weight required to be placed upon the platform to break or

turn the beam from a horizontal position in the middle of the trig-loop to a position of equilibrium in the top of the loop. This may be determined by subtracting the weight instead of adding it, or by using the sliding poises on the beam, if this be done without jarring the beam."

For the purpose of illustration, let us assume that the sensibility reciprocal of the scale is 10 pounds, and let us all assume that it is possible for a careful inspector to recognize a variation in the balance of the beam equivalent to 1/10 of the S. R. Let the assumed tolerance be 1/2 pound per 1,000 pounds. Then we have 1/2 of the 10 pounds S. R., which is 2 pounds, the amount visible to the inspector, divided by the tolerance, 8 ounces, equal to 4. The number of thousand pounds of test weights needed to detect errors equal in amount to the tolerance. Now, if the S. R. had been 20 pounds, instead of 10 pounds, we would require 8,000 pounds of test weights to find the same error that we can locate with 4,000 pounds of weights when the S. R. of the scale is 10 pounds.

Of course, we can adopt heroic measures and use an excessive amount of test weights, doubling and trebling the quantity, and in this way be assured of the correctness of the scale, or of the extent of its error. However, the labor of bringing test weights in position for use when testing hopper scales is, because of their location, a serious problem. No matter, the high degree of accuracy demanded of hopper scales makes it necessary to prescribe small tolerance, hence, the use of a comparatively small number of weights is possible only by a low S. R. This brings us to the question of how can we secure and maintain a low S. R. in hopper scales.

In this connection, let us first consider the extent of destructive influences on knife edges of hopper scales. Hopper scales, as you all know, are for the most part located in dry places, and therefore, rust is not an important factor in the destruction of knife edges, nor do we have, except in a few isolated cases, any injury to the knife edges that is due to impact in applying or removing the load from the scale. In fact, the movement of the knife edges on the bearings is negligible except in the case of the knife edges in the beam, which, in addition to the movement of the beam on its fulcrum pivot, also receives considerable side movement in the process of weighing, and this latter movement has a very detrimental effect, especially on the knife edge of the fulcrum pivot, and in by far the largest number of cases, it is the wear of the knife edge of this pivot that causes the S. R. to increase. Consequently, this pivot should receive our first consideration. It is by no means an exceptional case in which the action of a scale was improved 100 per cent and more, by minor repairs to the fulcrum pivot. These repairs can often be made in the field, while in the more extreme cases, the beams must be sent to the shop for refitting of pivots.

Many other excellent papers were read of a technical nature, interesting only to scale men. The following resolution was adopted:

Whereas: It has come to the attention of this Association that a bill, viz., Senate Bill No. 812, House Bill No. 993, has been introduced in the Legislature of the State of Minnesota abolishing the Department of Weights and Measures; and

Whereas: It seems conceivable that at the present time, with the high cost of commodities, a progressive and intelligent legislative body should want to do away with a sole protection of the public, in the quantity they receive, and cater to the short-weight artist and crooks. Therefore, be it

Resolved, By the National Scale Men's Association, in annual convention assembled, whose members consist of practical field men, scale builders, scale designers and engineers, weighmasters, users of scales, sealers of weights and measures, that, as a body, hourly and daily in touch with the practical public need for official supervision of weights and measures, it severely condemns as reactionary, ill-advised and against all public interest the abolition of the Department of Weights and Measures of the State of Minnesota, and strongly advocates and appeals for the continuance of this department, with liberal appropriation to enable the work to be carried on effectively.

NEW OFFICERS

The following officers were elected: President, C. A. Briggs, Bureau of Standards, Washington, D. C.; vice-president, H. K. Glaze, of the Oregon Short Line Railroad, Salt Lake City, Utah; secretary-treasurer, A. G. Zeibel, Dallas, Texas. New members of Executive Committee, F. H. Schlunkert, superintendent scales, Missouri Pacific Railway, and J. A. Schmitz, editor the *Scale Journal*.

THE ST. LOUIS CONFERENCE

March 21 and 22 were busy days at St. Louis. At that time a conference was held by country shippers representing 10 state grain dealers associations, and another by country millers of Central and Western States.

The grain dealers met to try to arrive at the cost of handling wheat at country points. Reports were submitted by delegates from each state which showed a wide range in cost. The average, if such a thing is possible, was about 9 cents per bushel, including the terminal charges of approximately 3 cents. Most of those present thought that it to be impossible to fix a flat rate, for any amount that was decided upon would be excessive for some houses and prohibitory for others. The general opinion seemed to be that a percentage of the annual turnover should be the only check, and U. F. Clemons, president of the Oklahoma Association, thought that 5 per cent on a turnover of less than \$200,000 and 3 per cent on a larger turnover. Last year, you remember, this question came up and 3 and 2 per cent respectively were decided upon. All were agreed that the 8-cent margin allowed last year, was, in the majority of cases too low.

A committee, consisting of Charles B. Riley of Indiana and W. E. Culbertson of Illinois, was appointed by P. E. Goodrich, who presided, to arrange all the data that was presented, so that it could be presented in concrete form to the agency which will be appointed by President Wilson to administer the Wheat Guarantee Act.

In the meantime, at the millers' meeting, the following resolutions were adopted to be presented for consideration at the meeting of the delegates and directors of the Millers National Federation at Chicago on April 10:

That a committee of nine be appointed to protect our interests under the wheat guaranty law.

We recommend that the price on wheat to the producer be made on a progressive basis of 1 cent per bushel, to be added to the guaranty price as a storage charge, for each month from July 1, 1919, to and including January 31, 1920.

We recommend that all facilities for the handling and storage of grain be employed as near the point of production of supply as possible, in order that the grain may be conserved at the point of origin as long as possible for supplying the local demand first.

We recommend that the agency of control promulgate its rules and regulations in sufficient time to protect any holder of wheat from the 1918 and 1919 crops, which may move prior to July 1, 1919.

The millers shall have the privilege of leasing to the Federal agency such portion of his storage capacity as he may indicate under the same terms and conditions as are accorded to grain dealers for similar service. And the miller shall, at his pleasure, be privileged to buy from said agency any portion of such wheat held in storage for the agency, and on the basis of the then prevailing basic price, and the agency shall pay to said miller all accrued charges to date of delivery by said agency of such wheat.

A committee from the grain dealers, consisting of Lee G. Metcalf of Illinois, J. B. McClure of Kansas, C. E. Groce of Ohio, H. H. Deam of Indiana, and Robert Ryon of Michigan, was appointed to confer with the millers. This committee received the above resolutions and presented them to the grain dealers for consideration. Some changes were recommended. Two cents a month was thought not too much for carrying wheat; and the word "abnormal," as used in Sec. 3 of the Wheat Guarantee Act should be interpreted to mean any decline in the price of wheat.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for the month of March:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,467,812	218,257	1,605,742
Corn, bus....	313,721	685,965	196,244
Oats, bus....	1,133,216	1,147,685	963,167
Barley, bus..	496,898	9,489	158,789
Rye, bus....	1,005,634	293,449	890,674
Hay, tons....	3,959	11,959	1,450
Flour, bbls..	276,421	535,687	259,340

CHICAGO—Reported by John R. Mauff, secretary of the Board of Trade.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,231,000	539,000	1,760,000
Corn, bus....	3,824,000	14,045,000	1,572,000
Oats, bus....	3,719,000	9,699,000	5,403,000
Barley, bus..	3,443,000	2,245,000	1,163,000
Rye, bus....	1,017,000	482,000	1,621,000
Timothy Seed, lbs.....	2,985,000	2,554,000	3,621,000
Clover Seed, lbs.....	1,175,000	797,000	1,109,000
Other Grass Seed, lbs....	2,670,000	3,567,000	1,496,000
Flax Seed, bus.....	52,000	79,000	.....
Broom Corn, lbs.....	1,557,000	2,723,000	1,519,000
Hay, tons....	20,351	38,891	4,253
Flour, bbls..	648,000	1,003,000	440,000

CINCINNATI—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	64,500	123,625	.....
Corn, bus....	163,900	218,900	.....
Oats, bus....	390,100	160,000	.....
Rye, bus....	26,400	.....	.....
Barley, bus..	20,000	.....	.....
Ear Corn, bus.	26,600	.....	.....
Feeds—All kinds, tons	3,750	.....	.....
Hay, tons....	10,920	.....	.....

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	76,529	191,316	1,702,831
Corn, bus....	.....	89,080	83,435
Oats, bus....	10,955	24,804	30,263
Barley, bus..	22,420	147,545	44,582
Rye, bus....	164,162	3,984	30,263
Flax Seed, bus.....	111,377	58,838	49,819
Flour Production, bbls..	56,985	79,750	56,820

CLEVELAND—Reported by F. H. Baer, traffic commissioner of the Chamber of Commerce.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	36,747	30,348	9,972
Corn, bus....	129,692	270,227	75,398
Oats, bus....	313,853	355,836	130,246
Barley, bus..	361	2,803	.....
Rye, bus....	.....	3,560	2,971
Hay, tons....	1,411	1,606	28

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	30,000	66,250	23,750
Corn, bus....	1,352,500	3,020,000	585,000
Oats, bus....	889,200	1,882,800	331,200
Rye, bus....	17,500	52,500	10,000
Hay, cars....	102	133	.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	994,950	648,000	4,048,650
Corn, bus....	1,283,750	6,633,750	1,228,750
Oats, bus....	1,395,700	1,518,100	1,194,000
Barley, bus..	96,000	210,000	170,300
Rye, bus....	48,400	93,500	506,000
Flax Seed, bus.....	1,000	2,000	1,000
Hay, tons....	30,792	48,564	9,636
Flour, bbls..	31,850	60,450	241,000

MINNEAPOLIS—Reported by H. J. Craig, statistician of the Chamber of Commerce.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	8,404,830	3,251,840	4,588,590
Corn, bus....	3,522,130	3,212,330	502,320
Oats, bus....	1,822,850	6,655,770	1,523,610
Barley, bus..	5,571,330	4,755,900	3,661,460
Rye, bus....	3,019,780	1,096,250	292,210
Flax Seed, bus.....	828,620	527,040	277,930
Hay, tons....	2,305	5,352	1,197
Flour, bbls..	144,180	57,395	1,459,055

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	4,621,000	1,821,227	.....
Corn, bus....	99,400	10,045	.....
Oats, bus....	1,438,000	1,026,787	.....
Barley, bus..	822,875	991,778	.....
Rye, bus....	1,573,750	2,184,321	.....
Timothy Seed, bags.....	.....	3,620	.....
Clover Seed, bags.....	3,053	5,050	.....
Flax Seed, bus.....	16,900	.....	.....
Hay, tons....	11,750	16,393	.....
Flour, bbls..	691,945	364,634	.....

OMAHA—Reported by E. P. Manchester, secretary of the Omaha Grain Exchange.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	427,200	235,200	1,099,200
Corn, bus....	2,109,800	8,433,600	2,038,400
Oats, bus....	1,826,000	2,416,000	1,998,000
Barley, bus..	441,000	300,600	230,400
Rye, bus....	139,700	270,100	83,600

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	40,800	111,100	40,800
Corn, bus....	920,350	4,345,225	859,450
Oats, bus....	526,100	2,276,800	575,300
Barley, bus..	196,000	135,000	58,200
Rye, bus....	3,800	31,200	7,200
Mill Feed, lbs.....	2,540	11,380	4,650
Seeds, lbs.....	30,000	210,000	30,000
Broom Corn, lbs.....	.....	180,000	45,000
Hay, tons....	1,640	6,390	220
Flour, bbls..	331,100	174,500	304,505

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	3,496,281	406,615	3,914,182
Corn, bus....	168,229	431,447	78,612
Oats, bus....	472,532	1,012,861	591,811
Barley, bus..	258,750	96,104	202,895
Rye, bus....	1,299,905	106,744	1,096,501
Flour, bbls..	200,570	323,996	141,714

PORTLAND, MAINE—Reported by Geo. F. Feehey, traffic manager of the Chamber of Commerce.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	3,384,750	3,397,921	4,050,063
Barley, bus..	.....	47,174	4,474,894
Rye, bus....	.....	8,427	146,680

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange.

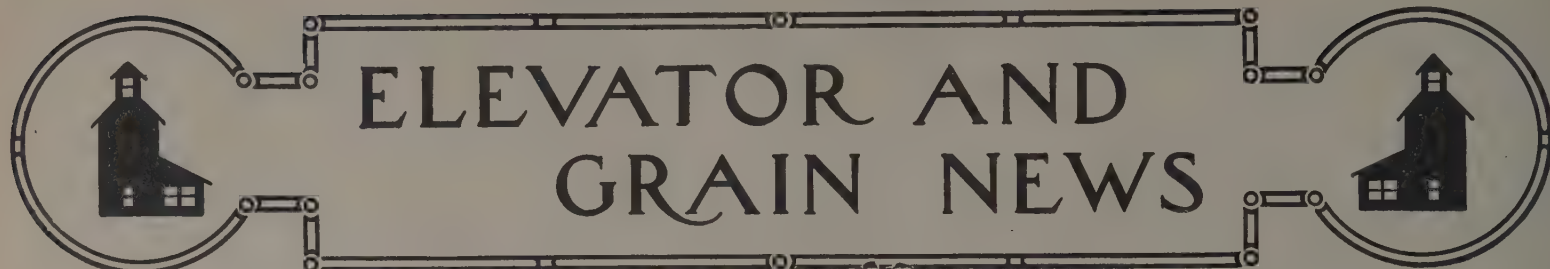
Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,059,629	739,263	772,260
Corn, bus....	1,666,325	5,102,460	738,730
Oats, bus....	2,828,000	4,790,000	2,008,720
Barley, bus..	75,200	190,580	25,550
Rye, bus....	18,718	88,082	7,720
Hay, tons....	12,250	32,064	7,465
Flour, bbls..	249,120	274,150	265,000

SAN FRANCISCO—Reported by W. B. Downes, statistician of the Chamber of Commerce.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, ctls..	339,975	.....	.....
Corn, bus....	1,907	.....	.....
Oats, bus....	15,247	.....	.....
Barley, bus..	221,272	.....	.....
Rye, bus....	749	.....	.....
Hay, tons....	6,188	.....	.....
Flour, bbls..	107,179	.....	.....

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	123,900	69,600	64,200
Corn, bus....	104,500	634,800	79,340
Oats, bus....	394,500	493,600	554,690
Barley, bus..	29,500	209,700	10,810
Rye, bus....	52,800	35,500	72,790
Timothy Seed, bags.....	13,780	16,199	20,237
Clover Seed, bags.....	3,001	5,676	15,424
Alfalfa Seed, lbs.....	302	1,911	3,061



CANADA

G. H. Boursier of Montreal has sold his grain and feed business there.

Houle & Robitaille have been registered to deal in grain at Montreal, Que.

Plans are in progress for the erection of a \$7,000 elevator at Red Deer, Alta., for H. F. Kenny.

Plans are being prepared and bids will be called soon for the erection of a concrete addition to the elevator of the Saskatchewan Co-operative Elevator Company, Current River.

EASTERN

Capitalized at \$50,000 the Hess-Goodwin Company has been incorporated at Belle Plain, N. J. The Belle Plain firm will handle grain, hay, etc.

The W. & M. Grain & Feed Company, Inc., has been organized at Glen Head, Nassau County, N. Y., capitalized at \$5,000. J. Harris, H. Milk and P. Freedman are interested.

A warehouse and elevator is to be built at Starkey or Glenora, N. Y., for the Starkey Farmers Co-operative Association. It is capitalized with stock of \$30,000.

The Park & Pollard Company, Inc., a Massachusetts concern has been incorporated in the state of New York capitalized at \$100,000. J. Kam of Buffalo is to be its representative.

The capital stock of the Farmersville Station (N. Y.) Co-operative Elevator Company which was recently organized there is \$45,000. The company will handle grain, seeds, feed, etc.

J. L. Payette, D. M. Payette and J. Payette have incorporated at Cohoes, N. Y., as Joseph L. Payette & Co. The firm will deal in grain, feed and flour and is capitalized with stock of \$8,000.

Henry Greenstein and others have incorporated at Bridgeport, Conn., as the Seaboard Trading Company. The firm will handle grain, feed, flour, etc., and is capitalized with stock of \$20,000.

The P. Schwartz Company, grain and feed dealers, has purchased the grain and feed business of the Arnold Rudd Company at New London, Conn. The firm has also purchased the Armstrong Building there.

Incorporation papers have been filed by the Essex Grain & Feed Company of Bloomfield, N. J. The company will conduct a wholesale and retail grain and feed business and is capitalized at \$50,000.

SOUTHERN AND SOUTHWESTERN

E. J. Nordmeyer is building a new elevator at McAllen, Texas.

A new office, store room and coal sheds are to be built to the elevator of the Farmers Elevator Company at Drummond, Okla.

A new elevator of 15,000 bushels' capacity is to be built at Cherokee, Okla., for the Farmers Elevator Company of Burlington, Okla.

The Waco Mill & Elevator Company of Clifton, Texas, has let the contract to the Burrell Engineering & Construction Company for a grain elevator of 60,000 bushels.

The Corsicana Roller Mills of Corsicana, Texas, has changed its name to the Corsicana Mill & Grain Company and has increased its capital stock from \$10,000 to \$30,000.

E. W. Wyatt has resumed his old brokerage business handling grain, hay and feed products, at Memphis, Tenn. He has for some time been with Jno. Wade & Sons of Memphis.

Another grain dump and more bin room is being added to the elevator of H. B. Campbell of Welch, Okla. This will provide facilities for handling an additional 35,000 bushels of grain yearly.

Incorporation papers have been filed at Navasota, Texas, as the Grimes County Grain Company by the following: J. E. Josey, R. C. Muller and A. R. Goodman. Its capital stock is \$6,000.

An 85,000-bushel grain elevator is to be constructed at Bacon, Ga., for the Modern Flour Mills of which E. T. Flanders is manager. The Wolf Company received the contract for equipment.

Farmers around Mangum, Okla., have organized for the purpose of building a grain elevator there. They have capitalized with stock of \$25,000. The elevator which they will build will be practically

fireproof and will have a capacity of 10,000 bushels. Bids for the elevator construction open July 1.

Mr. Thorp has purchased from D. K. Sterrett the latter's elevator located at Ryan, Okla.

An elevator at Hitchcock, Okla., has been taken over by the Geary Milling & Elevator Company.

The contract has been let by the Dilworth Elevator Company of Dilworth, Okla., for a new elevator.

The Kell Milling Company of Chillicothe, Texas, will move steel tanks storage units to site adjoining its mill.

The business of the Panhandle Grain & Elevator Company at Lockney, Texas, has been taken over by the Floco Grain & Elevator Company. The name has been changed to that of the Floyd County Grain & Elevator Company of Lockney and Aken.

Capitalized with stock of \$150,000, the Sunny South Grain Company was incorporated at Birmingham, Ala., to engage in a general grain business, sell fertilizer, real estate and to operate a mill. J. E. Redus, T. J. Kidd, J. M. Kidd are the principal stockholders.

J. R. Ballard of Royse City and J. F. Anson of Abilene are negotiating with the Board of City Development of Sweet Water, Texas, for the construction at the latter place of a flour mill and elevator. The elevator will make a specialty of handling maize, feretita and other small grains.

THE DAKOTAS

The Regent, N. D., elevator of the Empire Elevator Company of Minneapolis, Minn., has been rebuilt.

The Farmers Co-operative Elevator Company of Fessenden, N. D., has let the contract for a new elevator.

A modern grain elevator is to be constructed at Kelso, N. D., for the Kelso Equity Elevator & Trading Company.

The South Dakota Grain Company's elevator at Parkston, S. D., has been purchased by the Farmers Elevator Company.

The Hannah Grain & Supply Company has purchased the Hannah, N. D., elevator of the Amenla Elevator Company.

Application has been made by the stockholders for the dissolution of the Pingree Grain & Supply Company of Pingree, N. D.

The Farmers Co-operative Company has taken over the Clementsville, N. D., elevator of the Winter-Truesdale-Ames Company.

The Amenla Elevator Company has disposed of its Karnak, N. D., elevator establishment to the Karnak Grain & Fuel Company.

The O. J. Aaker Elevator at Flandreau, S. D., has been purchased by Wm. Duncan and Elton Perley. Possession was given on June 1.

Elevators located at Buchanan, Wimbledon and Duropt (no p. o.), N. D., have been purchased by the Equity Co-operative Exchange of St. Paul, Minn.

Farmers at Brown's Siding, N. D., have formed a company, to be known as the Equity Co-operative Exchange, to build or buy a grain elevator there.

Henry F. Harris, C. M. Price and E. L. McNeill have incorporated at Spottswood (Tulare p. o.), S. D., as the Farmers Co-operative Elevator Company. Its capital stock is \$25,000.

Farmers in the vicinity of Montrose, S. D., have formed a co-operative company capitalized at \$100,000. The company will establish a lumber yard there and will also conduct a grain elevator.

The elevator and lumber business at Pembina, N. D., owned by the St. Anthony & Dakota Elevator Company has been purchased by the recently organized St. Vincent Elevator Company, a farmers' company.

The present elevator building at Wyndmere, N. D., operated by the Equity Elevator Company is to be torn down and rebuilt this spring. The new plant will be of modern construction and have a capacity of 40,000 bushels.

A Mr. Mullaney of Sioux City, Iowa, has purchased the Slagle Elevator at Beresford, S. D. The Slagle Lumber Company has been for some time conducting a grain and lumber business but now is

withdrawing from the grain business in all the towns in which it is located.

A farmers implement and elevator company is being organized to operate at Dogden, N. D.

The elevator of Coffey & Carlson at Clear Lake, S. D., has been sold by them to P. E. Tall & Son.

T. W. Roberts has purchased the elevator and grain business at Yankton, S. D., from Henry DeCamp.

The Farmers Co-operative Elevator Company of Pierre, S. D., has been succeeded by the Farmers Union Grain Company. C. F. Corkell will be in charge of the plant until the new owners take possession on May 1.

INDIANA

The Hinshaw Elevator Company's plant at Nora, Ind., has been taken over by P. W. McComas.

The Tyner Grain Company at Westport, Ind., has been dissolved by its owners.

A final certificate of dissolution has been filed by the Wolcottville Elevator Company at Albion, Ind.

Farmers around Centerville, Ind., are interested in the establishment of a co-operative elevator there.

Farmers around Twelve Mile, Ind., have purchased the Goodrich Elevator there; consideration was \$10,000.

The Lapaz Grain Company has been incorporated, capitalized with stock amounting to \$10,000, at Lapaz, Ind.

A farmers' elevator company is to be organized at Uniondale, Ind., to either buy a plant or build a new one there.

The Kokomo, Ind., elevator of the late C. M. Barlow has been sold to Edwin Haak. The consideration was \$11,500.

A new sales room is to be built at Churubusco, Ind., for the Gandy Grain Company. The company is to install a seed store.

G. H. Anderson is overhauling his grain elevator and mill at Seymour, Ind. He is adding 5,000 bushels to his wheat storage capacity.

Attempts are being made to interest the farmers of the vicinity of Garrett, Ind., in the organization of a co-operative elevator company.

The elevator of W. B. Foresman at Talbot, Ind., has been purchased by the Farmers Grain Company. Consideration amounted to \$23,000.

The co-operative society of Bryant, Ind., is constructing a grain elevator there. Will Knepper will be in charge of the plant after construction is completed.

The Farmers Elevator Company has been incorporated at Butler, Ind., capitalized with stock of \$25,000. C. H. Grube, L. W. Kinsey and others are interested.

A company in which W. A. Morehead and Melvin Cain are interested is being formed at Marion, Ind., for the purpose of conducting a grain elevator there on the co-operative basis.

The Monroe County Farmers Grain Company has been granted a charter at Bloomfield, Ind., for the purpose of conducting a grain elevator there on a co-operative basis.

Lewis D. Kinnard, Lee Rider, Olive Haines, Austin W. McCallister are the incorporators of the Pendleton Elevator Company of Pendleton, Ind. Its capital stock amounts to \$30,000.

M. P. Hill, H. C. Richardson, Nicholas Goller, Albert Gudeman and S. L. Herring have incorporated at Franceville, Ind., as the Farmers Elevator Company. Its capital stock is \$50,000.

Capitalized with stock of \$18,000 the Mexico Elevator & Livestock Company has been incorporated at Mexico, Ind., by Chas. Bond, LeRoy Graft, Walter S. Bond, D. S. Hood and Frank Fisher.

A movement is being organized by E. G. McCollum, secretary of the Farmers Grain Dealers Association of Indiana, to build four or five large grain elevators in Delaware County, Indiana, during the next couple of months. The plants will cost between \$50,000 and \$60,000.

With the purpose of building and conducting a grain elevator at Carmel, Ind., farmers of that vicinity have organized the Farmers Co-operative Association and capitalized it at \$50,000. Wilmer

Stanley, Albert Kinzer, Jesse Johnson, A. V. Almond, Luther Cravens, Robert Collins and C. F. Roberts are the directors of the new organization.

The Marshall Farmers Elevator Company has been incorporated at Marshall, Ind., capitalized at \$25,000. The incorporators are: Edward Hobson, Andrew Robbins, Henry Butter, T. Teague and Thomas Garland.

The plant of the Blish Milling Company at Seymour, Ind., is being improved, and additional elevator storage installed; capacity, 25,000 bushels. The total capacity is 400,000 bushels in addition to outside capacity of 200,000 bushels.

The Farmers Co-operative Company has been incorporated at Shideler, Ind., capitalized at \$40,000. S. M. Peterson, Wm. E. Gump, Henry J. Williams and T. G. Gibson are interested in the company which will conduct grain elevators.

Farmers and citizens around Vanburen, Ind., have organized the Farmers Equity Exchange and are going to build and operate a grain elevator there. Dale Strickler, Chas. Nelson, Clinton Cramer, L. C. Doyle and L. Y. Hydorn are interested.

The Onward Elevator Company has contracted with the Burrell Engineering & Construction Company for a concrete elevator and corn sheller house at Onward, Ind. The plant will be a capacity of 12,000 bushels. It will be equipped with an electric drier.

Capitalized with stock amounting to \$50,000 the Farmers Co-operative Company has been incorporated at Sheridan, Ind., for the purpose of conducting grain elevators. Wm. E. Wilson, Elmer E. Teter, C. P. Coleman, Spencer Ogle and W. H. Stahl are interested.

Farmers of Adamsboro (r. f. d. Logansport), Ind., have contracted with Ballinger & McAllister, contractors located at Bloomington, Ill., for a new 10,000-bushel concrete elevator. They recently incorporated as the Adamsboro Elevator Company. Atwood Campbell, A. C. Flory, Wm. B. Moore, Chas. Douglas and S. Kline are interested. The company is capitalized at \$20,000.

IOWA

The Breda Grain Company is succeeded in its business at Breda, Iowa, by the Meyer Bros.

Farmers in the vicinity of Lemars, Iowa, have purchased the elevator there from the Hokanson Elevator Company.

A modern fireproof elevator costing \$15,000 is to be built at Belmond, Iowa, for the Farmers Co-operative Elevator Company.

Wm. E. Sheldon, Frank Mellinger and John Y. Whiteman have organized a company at Burlington, Iowa, and will erect an elevator at once.

The Farmers Grain & Coal Company's elevator, coal sheds, office, etc., at Jamaica, Iowa, has been taken over by Leo Garland and Verne Towne.

Mickelwaite & Young Company of Macedonia, Iowa, are to install in their plant a new "Trapp" Dump manufactured by the Trapp-Gohr-Donovan Company.

The Hazleton Farmers Co-operative Commission Company of Hazleton, Iowa, has purchased the elevator of the Hazleton Grain Company. Possession was given on April 1.

The grain firm of R. A. Frazier & Sons has sold its Palmer, Iowa, branch to local parties. The Palmer business was formerly conducted by Mr. Frazier's son who died recently.

Farmers of Hardin and Grundy Counties have formed an organization with the purpose of either building a new grain elevator at Conrad, Iowa, or buying one already erected there.

The Burrell Engineering & Construction Company has closed a contract with the Flanley Grain Company for a 150,000-bushel concrete elevator to be constructed at Sioux City, Iowa.

Walker & Peebler, grain dealers located at Batavia, Iowa, have made plans for the erection of a new office building. Scales for weighing heavy trucks, etc., are to be installed also.

The order has been placed by the Quaker Oats Company of Fort Dodge, Iowa, for three dumps, made by the Trapp-Gohr-Donovan Company for installation in three of its elevators.

The elevator of the Rothschild Grain Company at Massena, Iowa, has been sold to farmers of that neighborhood who have incorporated under the name of the Massena Grain Company.

A 200,000-bushel extra storage and head house is to be built at Leeds, Iowa, for the Mystic Milling Company. The Burrell Engineering & Construction Company has the contract.

The Replogle Company of Red Oak, Iowa, has purchased from the Trapp-Gohr-Donovan Company of Omaha, Neb., a "Trapp" Auto Truck Dump and will install same in the very near future.

A strictly fireproof elevator is to be built on the site of its old elevator at Essex, Iowa, for the Farmers Co-operative Exchange of that city. It will have a capacity of 40,000 bushels with hourly han-

dling capacity of 2,000 bushels. The plant will be built of hollow blocks and reinforced with steel, costing in the neighborhood of \$18,000.

The Early Grain Company of Early, Iowa, has purchased a new "Trapp" Auto Truck Dump and will install same in the near future.

The elevator of the Farmers Elevator Company at Holstein, Iowa, is to be equipped with two truck dumps and two wagon dumps furnished by the Trapp-Gohr-Donovan Company of Omaha, Neb.

The Farmers Elevator Company of Grinnell, Iowa, has purchased a building which it will remodel into an office building. It will also install its scales in the building after remodeling is completed.

The Legrand Grain & Stock Company has been incorporated at Legrand, Iowa, by farmers of that town. The firm proposes to purchase the grain elevator and business of B. L. Cook. The authorized capital stock of the firm is \$25,000.

OHIO AND MICHIGAN

A new grain office will be established at Hastings, Mich., for T. W. Jones.

A farmers elevator company has purchased the elevator of Stryker & Son at Huron, Ohio.

The capital stock of the Vanlue Grain & Supply Company at Vanlue, Ohio, has been increased from \$25,000 to \$75,000.

The capital stock of the Perrysburg Grain & Seed Company of Perrysburg, Ohio, has been increased from \$40,000 to \$100,000.

The Condit Farmers Co-operative Elevator Company is interested in the erection of a new grain elevator at Sunbury, Ohio.

Two elevators, a coal yard, implement, hardware and grocery store at Cedarville, Ohio, have been taken over by Milton Yoder.

Plans have been completed by the Firelands Elevator Company of Norwalk, Ohio, for the construction of a grain elevator at Norwalk.

The Hartland Farmers Exchange has been incorporated at Hartland (r. f. d. New London), Ohio, and will handle grain, feed, coal, hay, etc.

Possibly a grain shipping association to be conducted on the co-operative basis will be organized at Homer, Mich., by the farmers residing in that vicinity.

The Royce & Coon Grain Company has disposed of its elevators at Dunbridge, Dowling and Sugar Ridge, Ohio, to the Sugar Ridge Grain Company of the latter town.

Farmers of Linden, Mich., have plans under way for the organization of a co-operative elevator company there. If plans materialize they will buy the Stiles Elevator.

The McLaren Elevator at Charlotte, Mich., upon which the Square Deal Co-operative Elevator Company held an option, has been purchased by the Square Deal firm.

Ground has been purchased by the Crestline Farmers Equity Union Exchange at Crestline, Ohio, upon which it will erect a modern elevator of 32,500 bushels capacity.

Harry Hayes has sold his half interest in T. G. Powers & Co., at Urbana, Ohio, to his partner. Mr. Powers will conduct the business; Mr. Hayes will remain with the firm.

G. A. Livensperger, C. E. Long, R. H. Lee, Paul P. Elliott and M. J. Gahoon have filed incorporation papers at Seville, Ohio, as the Seville Elevator Company. Its capital stock is \$20,000.

G. F. Wistner has sold his interest in the grain firm of Wistner & Richey at Van Wert, Ohio, to T. Felger of Middlepoint. Mr. Felger is manager of the Middlepoint Equity Exchange Company.

The Manuel Wilson feed mill and elevator at Caledonia, Mich., has been taken over by the Caledonia Farmers Elevator Company which was recently organized. The purchase price was reported to be \$30,000.

T. H. Fraka, B. K. Grover, J. J. Born, Elmer Harmon, T. E. Goodin and J. A. Williams are the organizers of the Delta Farmers Co-operative Grain & Supply Company of Delta, Ohio, the capital stock of which is \$40,000.

The Fayette Elevator Company has been incorporated at Fayette, Ohio, capitalized with stock of \$25,000. The organizers of the firm are: G. K. Acker, I. A. Griffin, L. E. Connell, E. A. Belding, W. W. Spring and Daniel Myer.

Articles of incorporation have been filed by C. R. Irwin, John McFarlin, Wilbur Hoyt, C. C. Harvey and C. J. Hoyt as the North Fairfield Farmers Elevator Company of North Fairfield, Ohio. Its capital stock amounts to \$25,000.

Negotiations were recently completed between L. C. Titus and Reece Calvert whereby the former gained possession of the Selma, Ohio, branch formerly owned by Mr. Calvert. Mr. Titus has sold his elevator at West Mansfield, Ohio, and will now operate the mill at Columbus, Ohio, known as the

Capital Milling Company of which he is president. The plant has a capacity of 700 barrels daily. Mr. Kissell is to be in charge of the elevator at Selma and John Copeland of South Vienna will succeed Mr. Kissell as manager of the elevator located at South Solon.

A charter has been issued the Richards Elevator Company which will operate at Willard (r. f. d. Steuben), Ohio. A. G. Smith, Jas. B. Taylor, Mildred M. Rice and Anna T. Diehl are interested in the company which has capital stock amounting to \$25,000.

Incorporation papers have been filed at Lemert, Ohio, by S. S. Heft, J. W. Schiefer, Adam Lambert, J. W. Olmer and J. A. White as the Lemert Elevator & Supply Company. Its capital stock is \$25,000. The elevator of C. Newton Jurup has been bought by the firm.

The B. F. Turner Elevator at Avery, Ohio, has been purchased by the Farmers Grain & Elevator Company. Mr. Turner sold another elevator some time ago to the co-operative company there. The Avery farmers' company also purchased the Chas. Hoffman Elevator at Shinrock, Ohio.

Geo. W. Roberts, W. H. Baskey, M. Huber, R. G. Rogers, Earl C. Huss and Jas. A. Smith have incorporated as the Green Creek Elevator Company, near Columbus, Ohio, and will conduct a farmers' co-operative elevator. It is the plan of the new firm to take over the Sommers Elevator at Green Creek.

Farmers of Westville, Ohio, have formed an organization and will in all probability purchase the W. H. Gordon Elevator and switch at that place. Efforts have been made by some of the farmers for some time in the past to interest other men and capital in the organization of a co-operative company.

The Farmers Co-operative Company of Erlin (r. f. d. Fremont), Ohio, has secured possession of the Vickery Grain Company's elevators at Vickery and Whitmore, Ohio. The Vickery concern is composed of J. J. Pearson, Marion Jones and W. E. Wolf, and has been in existence for 18 years. Consideration was \$9,000.

The United States Commission Company of Upper Sandusky, Ohio, has just placed its contract with the Burrell Engineering & Construction Company of Chicago, for a new concrete grain elevator of 30,000 bushels' capacity. It will be equipped with an automatic scale, hopper scale, overhead dump and Fairbanks-Morse Gasoline Engine and other modern machines.

The East Auglaize Co-operative Grain Company has been incorporated at New Hampshire, Ohio, by the farmers in the vicinity of New Hampshire and Waynesfield. The firm, it is reported, will build new elevators at New Hampshire and Waynesfield. James M. Copeland, Stanley Harrod, M. T. Shaffer, L. H. Flinn and C. W. Feikert are interested. The company is capitalized with stock of \$60,000.

The Bryan Farmers Co-operative Grain & Supply Company has purchased a site at Bryan, Ohio, from the Christman Milling Company upon which it will erect a modern grain elevator. The elevator and mill of the milling firm burned a few months ago but the office building, warehouse and coal sheds were not damaged. The contract was awarded to the Burrell Engineering & Construction Company.

WESTERN

Efforts are being made to interest farmers in the organization of a company to operate at Gilman, Mont.

The new elevator of the Toppenish Co-operative Elevator Company of Toppenish, Wash., has been completed.

The Oakdale Milling Company has let the contract for the erection of a 50,000-bushel elevator at Riverton, Wyo.

Farmers around Calipatria, Cal., are interested in the establishment of a grain elevator of 100,000 bushels' capacity there.

C. B. Sanger's grain elevator at Molson, Wash., has been purchased by the Tonasket (Wash.) Warehouse & Milling Company.

Plans are under consideration by an organization of farmers at Pendroy, Mont., for the construction of a grain elevator there.

Two elevators of 250,000 bushels' capacity are to be erected for the Colorado Milling & Elevator Company, a Denver, Colo., concern.

The Miller Elevator at Yuma, Colo., has been purchased by M. J. Wagey and Fred Itten. The new owners will put it into operation in the near future.

The Northern Grain & Warehouse Company of Portland, Ore., and Strauss & Co., of London, England, have consolidated their Atlantic & Gulf business as E. A. Strauss & Co., Inc. E. A. Strauss of London is chairman of the Board; A. John of Port-

land, president; J. P. Livingston, San Francisco, first vice-president; S. K. Thorpe, London, second vice-president; A. H. Hurst, New York, general manager.

W. Schwartzburg, N. J. Blydenstein and H. J. Warner have incorporated at Pendleton, Ore., as the Umatilla Flour & Grain Company.

The contract has been awarded by the Farmers Grain Elevator Company of Columbus, Mont., for the erection of a bulk grain elevator there.

A co-operative company is going to erect at Brighton, Colo., a new elevator. About \$25,000 has been subscribed for its erection and operation.

An elevator will be established at Ault, Colo., for the local branch of the Farmers Educational & Co-operative Union. Its capital stock is \$25,000.

N. L. Hermansen is interested in the erection of a grain and feed house at Ephraim, Utah. He is manager of the Hermansen Roller Mills of Gunnison.

Additional grain storage bins are to be built to the plant of the Portland Flouring Mills Company at Portland, Ore. The structure will be of mill construction.

The Farmers Elevator Company of Roundup, Mont., has made plans to become a part of the Montana Grain Growers Association. Consolidation is to take place on May 15.

The Treasure State Grain Company is going to rebuild its elevator at Red Lodge, Mont., which burned some time ago. The new plant will be modern and larger than the old plant.

The Montana Grain Growers Association has made plans for the construction of a grain elevator at Harlowton, Mont. This will make the 24th elevator to be under its control in the state of Montana.

J. F. O'Bryant's grain and feed business and warehouse at Baker, Ore., has been taken over by the O'Bryant Grain Company. The capital stock of this firm is \$50,000. It operates at Haines, North Powder and Grand Ronde Valley. The firm will also manufacture feed products.

The grain and feed business of C. W. McFarland at Palouse, Wash., has been purchased by A. J. Webster and Allan Lamphere who will take possession on July 1. The deal includes the retail business at Palouse and Potlatch and the management of the White-Delany Warehouses at Palouse, Potlatch, Princeton and Harvard.

MINNESOTA AND WISCONSIN

T. G. Smith has disposed of his interest in the grain warehouse at Fennimore, Wis., to Carl Michel. The plant will now be operated as Parker & Michel.

The Fredonia Local American Society of Equity has purchased from J. W. Schmitt his grain elevator at Fredonia, Wis.

One of the Farmers Elevator Company's old elevator buildings at Kerkhoven, Minn., is to be replaced by a modern building.

The Cargill Elevator Company's plant at LeRoy, Minn., has been purchased by the Farmers Co-operative Grain & Stock Company. Olaf Eastwold is manager.

A larger flour storehouse than that used at present is to be built at Comfrey, Minn., for the Comfrey Farmers Elevator Company. The present storehouse is to be sold.

A. F. Spohberg, L. M. Anderson, L. J. Johnson and others have incorporated at Otisco, Minn., as the Otisco Farmers Elevator Company. Its capital stock is \$25,000.

Plans are under consideration by Edmond Greigore for the erection of an addition to his elevator at Hugo, Minn. If plans materialize he will probably install a flour mill there.

Half interest in the grain and lumber business of W. J. Orth at Arena, Wis., has been taken over by Roy Salzman. The company will now operate as The Arena Lumber & Grain Company.

The elevator of the Farmers Co-operative Elevator & Milling Company at Rockville, Minn., has been remodeled and equipped with new machinery. The plant was closed down during repairs.

The grain elevator at Donaldson, Minn., has been purchased by A. W. Headrick of Argyle, Minn. Mr. Headrick four years ago purchased an elevator at Argyle from the National Elevator Company.

J. A. Sorum, P. A. Riesberg, B. Docken and others have incorporated at Holt, Minn., as the Holt Farmers Elevator Company. Its capital stock is \$10,000. P. A. Riesberg is president of the company.

Otto Henkel is president; Geo. Kispert, secretary and Knute Gaasaden, treasurer of the farmers' elevator company which was recently incorporated at Nerstrand, Minn. The farmers recently purchased two elevators there.

The Red Wing Malting Company's elevators at Belle Chester (r. f. d. Goodhue), Claybank (r. f. d. Goodhue), Goodhue, Welch, White Willow (Goodhue p. o.), and Zumbrota, Minn., have been taken

over by the Fleischmann Malting Company of Red Wing, Minn., together with the malting plant. It will be operated in the future as the Fleischmann Malting Company, Red Wing Branch.

C. A. Land, T. V. Sullivan and James B. Sullivan have incorporated at St. Paul, Minn., as the Producers Grain Company. This firm will operate with the Producers Elevator Company and like the latter is capitalized with stock of \$50,000.

The interest of M. N. Altenhofen in the grain and feed firm of Altenhofen Bros. at Random Lake, Wis., has been sold by him. He has purchased the Curran & Schmidt Grain Elevator at Campbellsport, Wis., and will take possession of his property on May 1.

The Atlantic Elevator Company of Minneapolis, Minn., has renewed its charter which expired in November, 1917. The new charter covers a period of 30 years and cost the company \$525. The company is capitalized at \$1,000,000. C. M. Case is president; H. A. Dew, secretary.

Four locals of the American Society of Equity have purchased the grain elevator and warehouse of the Two Rivers Mercantile Company at Two Rivers, Wis.; possession to be given on June 1. The societies interested are: The Two Rivers Equity, Lake Shore Equity, Two Creeks Equity and Eastwin Equity. Price paid for plant \$14,000.

The Arndt Bros.' new grain elevator at Sheboygan, Wis., has been put into operation. The company was organized in 1902 by R. W. and Wm. Arndt. It was then the successor to the firm which in 1845 was formed by Beckman Cole and which conducted a milling business there. The present firm handles grain, flour, feed, seeds, both wholesale and retail.

ILLINOIS

The McGirr Elevator at De Kalb, Ill., has been torn down.

The elevator of Abrams & Williams at Bethany, Ill., is to be rebuilt.

The Hall Grain Company has completed its new building at Sandoval, Ill.

The Farmers Elevator Company was recently incorporated at Covell, Ill.

The farmers around Canton, Ill., are organizing as a grain elevator company.

The elevator of the Farmers Elevator Company at Sadorus, Ill., has been remodeled.

The Halliday Elevator Company will soon have offices in the Ohio Building at Cairo, Ill.

The capital stock of the Farmers Grain & Coal Company at Mason City, Ill., has been increased from \$30,000 to \$42,500.

Farmers in the vicinity of Green River, Ill., have completed plans for the erection and operation of a grain elevator at that town.

The Paul Kuhn Elevator at Chesterville, Ill., has been purchased by Davis & Campbell. They now own both the elevators there.

The elevator of Bonges & Hatton at Cedar Point, Ill., has been purchased by the Farmers Co-operative Grain & Supply Company.

The old elevator of Abrams & Williams at Bethany, Ill., is being dismantled and will be torn down. It will be replaced by a new one.

Farmers around Waggoner, Ill., are contemplating the erection of a grain elevator there to be conducted on the co-operative basis.

Carlos and C. W. Wheatly have bought P. W. Poorman's elevator at Humboldt, Ill., and will operate as the Wheatly Grain Company.

The charter of the Hofstetter-Carl's Lumber & Grain Company at Virginia, Ill., has been surrendered and the corporation dissolved.

A 75,000-bushel elevator is to be erected at Edwardsville, Ill., for a company of which Andrew Hawkins is president; Wm. Waters, secretary.

The Standard Grain Elevator Company, an Illinois corporation, which has also been operating in the state of Indiana, has withdrawn from the latter state.

The charter of the Melvin Farmers Grain Company operating at Melvin, Ill., has been amended increasing the capital stock of the firm from \$15,000 to \$30,000.

The Farmers Grain Company has purchased the elevator at Daum (r. f. d. Carrollton), Ill., from the Advance Mill & Elevator Company for the consideration of \$1,000.

For the purpose of dealing in grain and building materials the Bradfordton Co-operative Association was issued a license at Bradfordton, Ill. The capital stock is \$15,000. Organizers are: John P. Moore, William Koke, M. A. Cooper, John I. Gardner and N. D. Springler.

The stockholders of the Farmersville (Ill.) Co-operative Elevator Company which has been licensed by the secretary of state have elected the following directors: Chester Yard, president; Fred Rovey, vice-president; Ralph Rowland, secretary;

Frank Convery, assistant secretary; M. D. Stead, treasurer. A concrete elevator is to be built to handle the present crop.

A new concrete elevator is to be built at Pleasant Plains, Ill., for the Farmers Elevator Company replacing the plant which burned recently with a loss of \$25,000 to the firm.

Incorporation papers have been filed by L. S. Fowler, John Sharp, J. B. Mantle and Robert Clark as the Penfield Grain & Coal Company of Penfield, Ill. Its capital stock is \$20,000.

Gerald Snyder, A. M. Baltimore and T. E. Kelly have filed incorporation papers at Lafayette, Ill., as the Lafayette Co-operative Elevator Company. Its capital stock amounts to \$20,000.

The Holcombe Dutton Lumber Company of Esmond, Ill., is remodeling its workhouse and bins. The Burrell Engineering & Construction Company of Chicago had the contract for the work.

Godfrey, Ill., farmers are promoting the erection of a 75,000-bushel elevator costing \$15,000. Henry Kohler, L. C. Joehl and Louis Hagerman are members of a committee appointed by the farmers having the project in charge.

The Farmers Elevator Company was incorporated by farmers around Brokaw (Bloomington p. o.), Ill. John Benjamin, Wm. Bettiner, Walter Schroeder, Thos. Raycraft, D. Dooley are interested in the company.

The Farmers Grain Company which operates at Beason and Skelton, (no p. o.), Ill., has increased its capital stock from \$20,800 to \$60,000. Timothy Welch is president of the firm; Chas. Colburn, secretary.

The Superior Flour Mills at White Hall, Ill., have been sold by A. J. Barnett to Geo. Minier and C. C. Hanks of Pearl, Ill. The deal includes two elevators near the mill and the price is said to have been \$30,000.

Work has just started on the remodeling of A. J. Hyland's grain elevator at Belvidere, Ill., by the Burrell Engineering & Construction Company. The capacity will be increased by about 10,000 bushels.

The licenses of the Morrisonville Farmers Grain Company and B. F. Jostes & Co., of Stonington, Ill., have been revoked by the Food Administrator for failure to make wheat restitution under the order of October 8, 1919.

At McClusky, Ill., a farmers grain company is being organized and committee has been appointed to file incorporation papers. The proposed capital stock is \$12,000. The company, it is expected, will erect a grain elevator.

Capitalized at \$15,000 the Farmers Co-operative Elevator Company has been incorporated at Greenfield, Ill., to erect a grain elevator and conduct same. The temporary officers of the firm are: President, E. K. Metcalf; secretary, Geo. N. Cole.

Charles Konitzer, James E. Searle, B. L. Deem, A. A. Baum, O. W. Jacobson, E. L. Mix and J. Gellingsworth have filed incorporation papers at Colona, Ill., as the Colona Farmers Grain Company. The firm is capitalized with stock amounting to \$20,000.

The Farmers Elevator Company which was recently incorporated at Youngstown, Ill., has purchased the Bader & Co.'s elevator there. H. W. Kidder is president; Chas. Young, vice-president; W. C. Watt, secretary and P. Shawler, treasurer of the firm.

A farmers' grain company is being organized at Goodenow, Ill., for the purpose of taking over the grain business of J. G. Siensen & Co. The elevator owned by the latter has been closed down for two months. However, if agreeable arrangements cannot be reached, the farmers will build a new elevator.

Capitalized at \$750,000 the King Farmers Elevator & Milling Corporation was incorporated at Streator, Ill., to build and operate a 250,000-bushel elevator and 1,500-barrel mill. C. R. Laub is president; S. J. Merriner, first vice-president; P. J. Prendergast, treasurer; W. A. King, secretary and manager.

Incorporation papers have been filed for the Sublette Farmers Elevator Company which will operate at Sublette, Ill. Its capital stock amounts to \$30,000. The incorporators are: William H. Brucker, Henry G. Hoffman, Geo. Erbes, William H. Glaser, Henry J. Roemmich, John H. Oester and F. M. Blowers.

The Conover-MacHenry Elevator Company was recently incorporated at East Peoria, Ill., by E. B. Conover, John MacHenry and Henry L. Child. Its capital stock amounts to \$10,000. This organization, it is reported, will build a concrete and steel elevator in East Peoria of 500,000 bushels' capacity, costing about \$250,000. The plant will be modern in every respect and will be equipped with dryer, clippers, cleaners and other facilities; handling capacity will be 160 cars in 10 hours; Unloading capacity, 80 cars, loading capacity, 80 cars. The plant will be built on the site now owned by E. B.

Conover Grain Company on the Peoria-Pekin Union Railway, and will be operated by electricity. The Burrell Engineering & Construction Company has the contract.

MISSOURI, KANSAS AND NEBRASKA

A grain elevator is to be constructed at Queen City, Mo.

A new grain elevator is to be built at Bremen, Kan., for Fred Crome.

A \$25,000 elevator may be constructed at McCredie, Mo., this spring.

The Farmers Union Association is building a new elevator at Manhattan, Kan.

A new elevator will be constructed at Houston, Neb., for the Bowersock Bros.

Farmers around Lane, Kan., are considering the construction of a new elevator there.

The Farmers Equity Exchange of Holdrege, Neb., is interested in the construction of a grain elevator.

Elevators are to be built at Mortimer Station and Dennis, Kan., for the N. Sauer Milling Company.

The capacity of the Farmers Elevator located at Assaria, Kan., is to be increased some time this spring.

The elevator of the Coleson-Holmquist Company of Wausa, Neb., has been rebuilt by the firm at Osmond.

An elevator and storage house is to be erected at Hamlin, Kan., for the Farmers Co-operative Association.

The elevator at Arlington, Neb., owned by O. C. Roberts is to be equipped with a Fairbanks-Morse Track Scale.

A grain elevator will be erected at Boonville, Mo., for the Farmers Club of Washington School District this spring.

The capital stock of the Farmers Elevator Company at Wilber, Neb., has been increased from \$25,000 to \$50,000.

The W. T. Barstow Grain Company has let the contract for a new 25,000-bushel concrete elevator at Tobias, Neb.

The Bassett Farmers Co-operative Company was recently incorporated to operate at Bassett, Neb. B. Betts is president.

Farmers around Rock Port, Mo., are considering the organization of a company there for the purpose of building an elevator.

J. R. and C. C. Blythe, John Taige, Jas. Crocker, C. C. Miller and Geo. Brittain have purchased the elevator at White City, Kan.

The Cook Bros. have sold their elevator at El Dorado Springs, Mo., to Eddlemon & Cook, millers, located at El Dorado Springs.

The concrete elevator of the Glasgow Mill & Elevator Company at Slater, Mo., has been purchased by a farmers' organization.

Plans are under consideration for the erection or purchase of an elevator at Iantha, Mo., by the Farmers Co-operative Elevator Company.

Articles of incorporation have been filed by the Chesterfield Elevator & Supply Company of Chesterfield, Mo., capitalized with stock of \$50,000, half paid.

The contract has been let by the stockholders of the Farmers Elevator at Clarksville, Mo., for the erection of a new warehouse. Work has been started.

The Farmers Grain & Supply Company of Greensburg, Kan., has increased its capital stock from \$20,000 to \$40,000. It will build a grain elevator at Joy.

A grain elevator will be constructed at Belle Plaine, Kan., by a company formed by J. G. Fay. For a time it was believed that a mill would also be built.

Farmers around Dakota City, Neb., have organized a co-operative elevator company. C. R. Young is secretary. The firm is capitalized with stock of \$30,000.

B. H. Tomkinson is temporary president and E. McBride, temporary secretary of the farmers elevator company which was recently incorporated at Shelbyville, Mo.

The Cairo Co-operative Union of Cairo, Kan., has awarded the Burrell Engineering & Construction Company with the contract for a 15,000-bushel wooden elevator there.

The capacity of the elevator of the Farmers Union, Inc., at Herington, Kan., has been doubled. New bins are being installed and a motor will take the place of the oil engine.

Extensive changes are being made to the elevator of the Farmers Elevator Company at Dalton, Neb. The plant will be equipped with Eureka Cleaner, Western Sheller, eight-bushel Richardson Automatic Scale, new leg with Hall Distributor

and one each of 10 and 15-horsepower electric motors. A grinding room for cornmeal will also be installed.

New elevators are being built at Toronto, Buffalo, Humboldt, and Piqua, Kan., for Miller & Nelson of the Woodson County Grain Company.

J. M. Veik is president of the Farmers Co-operative Grain & Lumber Company which was incorporated at Humphrey, Neb., capitalized at \$100,000.

The Wall-Rogalsky Milling Company of McPherson, Kan., has let the contract to the Burrell Engineering & Construction Company for additional storage of 25,000 bushels' capacity.

An 8,000-bushel elevator is to be constructed at Tyler, Kan., for the Farmers Elevator Company. A site has been leased upon which the plant will be constructed. Elevator will cost \$6,000.

The Enns Milling Company of Inman, Kan., has contracted with the Burrell Engineering & Construction Company for a new head house which will have a storage capacity of 75,000 bushels.

A new elevator and milling firm has been organized at Columbia, Mo., as the People's Milling Company. W. W. Payne is president. The site has been selected upon which to build a new elevator.

Incorporation papers have been filed at Vassar, Kan., for the Farmers Co-operative Elevator Association, capitalized with stock of \$10,000. Wm. Priebe, Alvin Peimann and Herman Poertner are interested.

A farmers elevator company is to be incorporated at Overton, Neb., capitalized at \$25,000. E. A. English, Roy Batie, F. Barber, L. N. Chesmore, Philip Geiger and others are interested. The company will build a grain elevator.

The Farmers Elevator & Exchange of Hunnells, Mo., has been organized with a capital stock of \$10,000. The officers of the company are: C. A. McClintic, president; R. C. Moss, vice-president; C. W. Howe, secretary and treasurer.

The Vandalla Farmers Elevator & Supply Company of Vandalla, Mo., has closed a contract with the Burrell Engineering & Construction Company

for a grain elevator of 25,000 bushels' capacity. The equipment will include sheller, cleaner, hopper scale, automatic scale and Fairbanks-Morse Motor.

Capitalized at \$50,000, the United Elevator Company was incorporated at Topeka, Kan. The company has plans for building four elevators on the Santa Fe Railroad extension in Barton County at Stickney, Millard, Galatia and Susnank.

A farmers' company has been organized at Overbrook, Kan., for the purpose of purchasing the elevator and hotel there. The consideration was \$10,000. The elevator is new and is equipped with modern facilities for handling and storing grain.

The Van Meter Elevator at Odessa, Mo., has been bought by the Farmers Club of Lafayette County, Mo., for the consideration of \$3,500. The company will repair the plant and later on will raise money for the erection of a concrete elevator.

The Burrell Engineering & Construction Company has been awarded the contract by the Farmers Co-operative Elevator Company of Chase, Kan., for the construction of a concrete reinforced elevator of 45,000 bushels' capacity. The plant will be completed by July 1.

The mill and elevator at Gypsum, Kan., has been purchased by Richard F. Teichgraber of Emporia. Improvements are to be made on the plant this spring including the erection of an addition to the present warehouse room and new cement storage room for grain.

For the purpose of handling grain, feed, seed, etc., farmers around De Soto, Mo., have organized, capitalized with stock of \$25,000. The firm will erect and operate a grain elevator. R. W. Marsden, J. W. Vivret, E. C. Edgar, A. C. Valle, A. O. White and E. W. Green are interested.

The elevator of the Farmers Co-operative Grain & Milling Company at Genoa, Neb., is to be rebuilt. The new plant will be 22,000 bushels in capacity equipped with a Hall Special Leg, 15-horsepower Type "Z" Fairbanks-Morse Engine, eight-bushel Richardson Automatic Scale and Auto Truck Dump Scale.

FIRES-CASUALTIES

Troy, N. Y.—John Donahy's feed and grain plant here burned. The loss amounted to \$10,000.

Norfolk, Va.—Fire destroyed the Baldwin, Prince & Co., grain and feed plant. Loss amounted to \$250,000.

Antigo, Wis.—On March 16, D. Goldberg's feed and flour store burned. Insurance of \$6,500 was carried on the stock.

Manchester, N. H.—Fire damaged the warehouse of the Adams Bros. to the extent of \$25,000. The Adams firm handled feed.

Carroll, Man.—On March 27 the Lake of the Woods Elevator was destroyed by fire. A considerable quantity of wheat was also burned.

Morral, Ohio.—The North Side Elevator was burned on March 28. The elevator was the property of the Morral Lumber & Elevator Company.

Devon, Mont.—The International Elevator was burned recently. The origin of the fire is unknown but it is thought to have been of incendiary origin.

Pleasant Plains, Ill.—With a loss of \$10,000 the Farmers Elevator Company's elevator was destroyed. The plant will be replaced by a new structure.

Lowden, Iowa.—The roof of the elevator at this point was torn off during a severe wind storm. Several other buildings in that territory were destroyed by the wind.

Wayne, Neb.—The elevator at this point owned by the Crowell Grain Company was destroyed by fire on March 24. Loss amounted to \$7,000; covered by insurance.

Ames, Iowa.—A fire which started when an explosion occurred in oil cars on the Northwestern railroad tracks destroyed an elevator here and several other buildings.

Omaha, Neb.—The elevator recently purchased by E. B. Weeks burned down with a loss of the entire plant. Mr. Weeks will replace it with a structure to cost \$30,000.

Briceton, Ohio.—Fire destroyed the elevator of John Wickenhisser & Co., with a loss of a small amount of corn and 5,000 bushels oats. The elevator had a capacity of 20,000 bushels.

Genoa, Ohio.—Fire, caused by the backfiring of an engine in the engine room, destroyed the Powers Elevator located here ruining about \$20,000 worth of grain and causing a loss of \$45,000 to the owners, C. A. Powers, C. T. LaCost and Dr. Galen F.

Bowman. The building was valued at \$18,000; clover seed, \$4,000; also 15,000 bushels of wheat, barley, corn and oats were lost. Several other adjoining buildings were destroyed by the flames.

Saskatoon, Sask.—A train of the Canadian National Railway crashed into an elevator here which burst. The engine, baggage and express cars were covered by the grain and three men smothered.

St. Paul, Minn.—Fire destroyed the wheat house of the Washburn-Crosby "A" Mill. Fifteen thousand bushels of wheat were stored in the plant at the time. Fire walls protected the mill from the flames.

Okee, Minn.—A fire broke out in the Hanson & Barzen Elevator but was extinguished before any serious damages were done. It is thought that the overheating of an exhaust pipe caused the flames to break out.

Beltrami, Minn.—The elevator of the Beltrami Elevator & Milling Company was destroyed by fire on April 7 together with 10,000 bushels grain, 500 barrels flour and feed. Loss amounted to \$30,000; insurance, \$13,000.

Hetland, S. D.—Fire destroyed the Bunday & Stangeland Elevator on March 23. The fire had gained such headway when discovered that it was impossible to save anything except the books and a few sacks of feed.

Cleveland, Ohio.—Fire damaged the hay storage shed of the Union Elevator Company together with four carloads of hay. About \$500 worth of burlap sacking was damaged. The fire is believed to have been of incendiary origin.

Valparaiso, Neb.—Fire destroyed with \$8,000 losses the Valparaiso Grain & Lumber Company's elevator. About 2,500 bushels of corn were also burned. Sparks from a locomotive passing the elevator were the cause of the fire.

Canton, Baltimore p. o., Md.—Fire threatened for a time to destroy Elevator No. 1 of the Pennsylvania Railway Company on March 26 but quick action on the part of the firemen and workmen prevented the spread of the flames and but five bushels of grain were damaged. The flames started from friction in a belt shaft.

Ft. William, Ont.—The cleaning elevator of the Black & Muirhead Elevator Company was destroyed by fire on March 24. The plant was of wooden construction and was equipped with modern cleaning and drying machinery and had a capacity of

150,000 bushels. The plant was valued together with machinery at near \$200,000. Grain, amounting to 13,000 bushels and valued at \$25,000, was contained in the grain elevator plant at the time of the fire.

Red Lodge, Mont.—The Treasure State Grain Company's elevator here burned recently together with 2,000 bushels grain. The origin of the flames is unknown. Loss amounted to \$60,000. The elevator, it is rumored, is to be rebuilt, probably on a larger scale.

Ontario, Iowa.—The elevator of the Ontario Farmers Grain Company was completely consumed by fire recently. The plant and office, 300 bushels corn, several thousand bushels oats and considerable quantity coal and lumber was destroyed by the flames.

Chicago, Ill.—The grain storage elevator of the Acme Malting Company at this point was damaged by fire recently. Loss amounted to \$400. About 100 bushels of malt were damaged. The plant contained 160,000 bushels malt at the time of the fire but these were saved from the flames.

Paulina, Iowa.—The elevator of Metcalf & Cannon was consumed by fire with a loss on elevator and grain of \$40,000; insurance was \$25,000. The origin of the fire is not known. The company will replace the plant this summer with a concrete elevator.

OBITUARY

ASHBY.—On March 15 heart trouble caused the death of A. K. Ashby, feed, grain and flour dealer of Burlington, N. J. He was a member of the Philadelphia Commercial Exchange.

BOGARD.—Influenza caused the death of Benj. F. Bogard who was connected with the Kansas State Grain Inspection Department of Topeka, Kan. He had been with the Grain Inspection Department for nearly six years. Prior to that he had been with the Board of Trade Inspection Department.

BROOKS.—T. Wallace Brooks died at Atlanta, Ga. He was associated with the grain and feed firm of T. H. Brooks & Co.

CLIFTON.—D. W. Clifton died at the home of his daughter in St. Louis, Mo., on March 22 at the age of 82 years. Mr. Clifton was a member of the St. Louis Merchants Exchange and was one of the charter members of the National Hay Association, he served as its fifth president. Further details are to be found elsewhere in this issue concerning Mr. Clifton.

FRAZIER.—V. F. Frazier died at Palmer, Iowa. He was formerly president and manager of the Palmer Grain Company.

GOETZ.—A. W. Goetz died at a Minneapolis, Minn., hospital on March 16 at the age of 70 years. Mr. Goetz for 15 years had been in the grain business associated with the Van Dusen-Harrington Company of Minneapolis. He was considered one of the best posted men on barley in the United States.

COLLINS.—Heart disease caused the sudden death of Richard M. Collins, a grain and hay broker, living at San Francisco, Cal.

GORMAN.—Jas. C. Gorman died at his home at Cottonville, a suburb of Baltimore, Md., on March 9. He was during year of 1903-1904 president of the Baltimore Chamber of Commerce.

HAY.—Geo. Hay died from double pneumonia. He was formerly in the grain business at Wellington, Ill. His widow and four children survive him.

HENJUM.—Influenza caused the decease of Iver S. Henjum of Sioux Falls, S. D. He was president of the Farmers Co-operative Association of South Dakota and manager of Farmers Co-operative Elevator at Hartford.

HOLMAN.—C. F. Holman died at San Francisco, Cal., recently. Mr. Holman about 25 years ago was associated with Adfred Hertz of the Hall-Baker Grain Company of Kansas City, Mo., in the grain business under the firm name of Hertz & Holman.

JAHNKE.—On March 15 Emil W. Jahnke, superintendent of the State Grain Laboratory at the Montana State College, Bozeman, Mont., died after a short illness from pneumonia. Mr. Jahnke had been with the State Grain Laboratory for four years and previous to that had been with the Minneapolis seed firm of Northrup-King & Co. His widow and two children are left.

MILLS.—W. P. Mills died at Enid, Okla., on March 12. He had for a number of years been engaged in the grain business at Nash, Okla. He built the State Line Mill at Kiowa together with J. K. Richardson but sold out last December to his partner.

Minneota, Minn.—The elevator of the Dahl Elevator Company was totally destroyed by fire with a loss of \$8,000. This loss is covered by insurance. The fire was not discovered until it had gained such headway that it was impossible to check the flames before the plant was a total loss.

Louisville, Ky.—Fire of unknown origin broke out in the elevator shaft of the Kentucky Malt & Grain Company on April 2 and caused losses believed to amount to \$30,000. The fire started in the upper part of the elevator which was of frame construction covered with sheet metal. Plans for rebuilding have not been announced.

Kendallville, Ind.—The grain elevator owned by Jay Strock burned on March 30. The building was valued at \$2,000 exclusive of machinery. Seven hundred bushels wheat and flour and ground feed were also consumed by the blaze which was of unknown origin. Insurance sufficient to cover loss of grain and flour was carried.

Morinville, Alta.—The Gillespie Elevator was destroyed by fire on February 28. The blaze broke out in the engine room and office. There were from 85,000 to 100,000 bushels grain on the premises at the time of the conflagration. There was no apparatus on hand with which to combat the flames and the pump in the village was frozen rendering it useless.

KELLY.—Serg. Ambrose M. Kelly died while with the Army of Occupation. Before entering the service he was with the Kellogg Commission Company at Duluth, Minn.

KNIGHT.—Pneumonia caused the decease of R. P. Knight recently. He was a grain dealer located at Portland, Ore.

MADSON.—Heart trouble caused the decease of Cornelius Madson, secretary-treasurer of the M. G. Madson Seed Company of Manitowoc, Wis. His widow and three children survive him.

FIELD SEEDS

1918 CROP EXHAUSTED

The 1918 crop of red clover and alsike just about exhausted, and it is too early to form any definite opinion as to the 1919 crop. From all of the reports we have received they all state acreage is small and in many sections state clover is a total failure. We have received 72,500 bags of timothy in Toledo, shipments 25,500, and we carried over last year 77,000 bags, which makes our stock of timothy all told 102,500 bags.—*The Churchill Grain & Seed Company, in letter of April 12.*

OPINION OF TOLEDO FIRM

We are not very close to the seed business elsewhere, but we do know that there is an enormous stock of timothy in our market, which stock has been carried now for something like 12 months, with every prospect of its being carried another 12. Prices are steadied because of the belief on the part of the average buyer that all quotations will advance rather than decline. We are of the opinion that lower prices are ahead of us not only in seeds but all classes of grain.—*Special letter of April 11 from a Toledo firm.*

COMMUNITY SEED TESTING

Seed corn testing on a large scale is the aim of a campaign now under way in Indiana. The county agents are the leaders in the movement and are emphasizing the question of community testing. In several counties large testers which will hold the kernels of from 2,000 to 5,000 ears, have been built.

Large testers of this sort were used successfully last spring in Gibson County, Indiana, more than 3,000 bushels of seed being tested in three big sand-box testers. The demand for testing was so great that all three outfits had to be enlarged, one of them being made to hold kernels from 14,000 instead of 10,000 ears.

A charge of 50 cents was made for each bushel tested, so that the cost of testing was only seven or eight cents an acre of seed used. When large testers are used special arrangement may be made to keep a uniform temperature for the germination of the corn, which is almost impossible with small testers used in the average farm home. Also, the

MORRISSEY.—Affection of the kidneys caused the death of John F. Morrissey, a grain and flour dealer at St. Louis, Mo. He was a member of the St. Louis Merchants' Exchange for 23 years. His widow and son survive him.

PUTNAM.—At the age of 89 years, Nathan W. Putnam died at his home in Kansas City, Mo. He was a retired grain dealer.

RAILSBACK.—Heart failure caused the death of Robt. M. Railsback. In 1892 he came to Ithaca, Neb., as manager of the Railsback Bros. Elevator and since then had been associated with that firm. His widow and daughter survive him.

READ.—Geo. G. Read died from injuries received in an automobile accident at Los Angeles. He was a member of the Chicago Board of Trade for a number of years and sold his membership in 1917. He was associated with W. B. Bogart while in Chicago.

ROMP.—John Romp of Fonthill, Ont., recently passed away in his ninety-third year. For a number of years he resided at Hamilton, Ont., and was engaged in the grain business.

SHIRMER.—Aged 83 years, Phillip F. Shirmer died at his home in St. Louis, Mo. He was a retired grain dealer and at one time had been at the head of the grain firm of Northrup & Shirmer.

TEICHMANN.—Aged 85 years, Chas. H. Teichmann died at his home in St. Louis, Mo., on April 3. Mr. Teichmann was head of the Teichmann Commission Company for 50 years and had for 63 years been a member of the St. Louis Merchants Exchange.

D. S. Curley is now in the feed and flour business at Adams Center, Jefferson County, N. Y.

F. W. Trabant has purchased the feed and flour business of Fred Dunkel at St. Cloud, Minn.

Wm. McBurney has bought a feed business and elevator of W. W. Wagner at Tyndall, S. D.

A feed, hay and grain business has been opened at Hillsboro, Ill., for A. Gudder of Litchfield.

Articles of dissolution have been filed by the Earl Feed & Furniture Company of Earl, Ark.

The Crawford Bros., feed and flour dealers, are now located at Walton, Delaware County, N. Y.

Connor Son & Lanier are succeeded in the feed and flour business at Marquez, Texas, by S. E. Lanier.

community testing does away with the trouble to which the tester at home has to go through, and the important task of seed testing is placed on a permanent basis.

SEED STOCKS WELL USED UP

We regret that conditions do not permit a more detailed response to your letter of April 10. Generally we would say that stocks of red clover were never nearer being wholly cleaned up from the world's standpoint than at this time. The same condition applies in the country with reference to timothy seed, but large centers are considerable holders of this commodity.

You doubtless are familiar that alsike might have been used in larger quantities if it had been available, but the scarcity became so acute during the present spring demand it was impossible to take care of this demand.—*Crabbs-Reynolds-Taylor Company, in special letter of April 11.*

CLOVER OUTLOOK

"Selling October clover is about like selling corn futures without corn," suggests a commission house friend.

At the same time, clover will soon begin to present some scenery in the country that may cause optimism over the new crop and perhaps some selling.

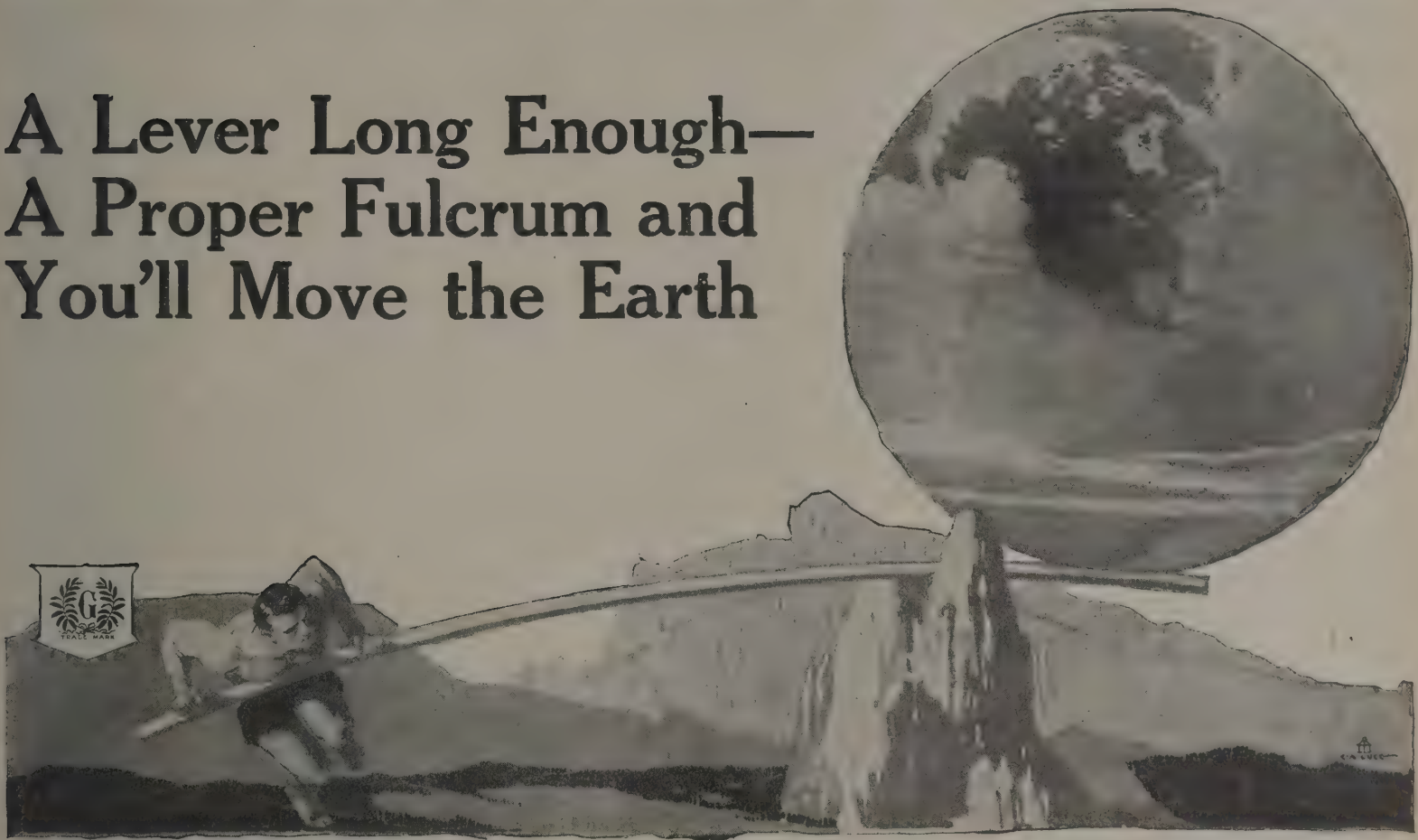
Wisconsin prospects believed favorable. It's a question how much the increased grain acreage in Michigan, Indiana and Illinois is at the expense of clover.

"No large exports, so far as we know," writes seaboard seed firm, "but the spring trade is continuing longer than expected and in larger volume. We are certainly moving a lot of clover, alsike and alfalfa and our stocks of all three are practically exhausted, whereas the demand seems to continue."

Trade has been very light. April continues at liberal discount under cash. It reflects the possible carry-over. October appears to be in good demand on any setbacks. Bulges likely to produce liberal selling on favorable now crop prospects.—*Extract from Southworth's Weekly Market Review, April 12.*

[FIELD SEEDS CONTINUED ON PAGE 760]

A Lever Long Enough— A Proper Fulcrum and You'll Move the Earth



MANY years ago Goodrich decided to make Quality the lever and Goodwill the fulcrum—a decision which made the Goodrich of today a prime mover in the World's Rubber Industry, for now wherever Rubber is used, the name of Goodrich is known and respected.

Goodrich Grain Elevator Belting is known and respected also in the Grain Trade. Millions of bushels of golden grain pass over Goodrich Belting en route to hungry mouths the world over.

Goodrich make highest grade Rubber Products for every Trade and Purpose. Transmission Belts. Hose of every kind. Packing. Hard Rubber Goods, Wires and Cables, Waterproof Clothing, Pneumatic Tires, Solid Truck Tires, and Molded Rubber of every description.

Why not put your next elevator Belt proposition up to Goodrich experts. They understand the requirements of the Grain Trade. Their service is entirely without obligation. The experience they have had with many Grain Elevator installations may be greatly to your advantage.

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RUBBER GOODS

FIELD SEEDS

[CONTINUED FROM PAGE 758]

NEW WASHINGTON STATE SEED LAW

The new seed law which recently went into effect in the state of Washington was amended so as to make it agreeable as nearly as possible with the Uniform Seed Law. Although it is not exactly identical, it is thought that the result and requirements are practically the same.

The law requires that field seed must be labeled when sold giving (a) the common accepted name of the seeds; (b) the approximate percentage by weight of purity and germination and date of test; (c) the general locality in which the seed was grown; (d) the name and address of the seedsmen. This is the same as provided in the Uniform Seed Law.

The new Washington seed law includes vegetable seeds and the standard of germination of vegetable seeds is fixed at 75 per cent. It is considered a misdemeanor to sell or offer for sale any vegetable seeds the vitality of which shall be less than two-thirds of the standard of germination fixed.

NEW YORK SEEDS MARKET BUOYANT

BY C. K. TRAFTON

Striking buoyancy has prevailed in the market for field seeds during the month under review, prices rising with astonishing rapidity at times, and especially in the instance of alsike and red clover. Indeed, the former was the leader in the upward movement. This created little surprise, however, as many dealers had expressed the opinion that alsike had been selling at an unjustifiably big discount under other grades, which should in time attract more general attention from buyers. Evidently this unusual price difference has led to a more liberal use of alsike in mixture with timothy among farmers in this territory, possibly stimulated by reports of a more general use of both descriptions in the West on account of their abundance and comparative cheapness. In some sections the use of field peas as a substitute for clover is becoming a more important factor. The production is increasing, partly because the crop may be cut for hay or turned under for fertilizer. In addition, the peas offer an economical substitute for corn as a feed for hogs. With the latter worth \$20 per 100 pounds, peas are said to have a value of \$6.50 per hundredweight. Stocks of red

clover have continued remarkably small, while there has been a good domestic and foreign demand. Early in the month export bids were advanced substantially without resulting in much business. This was traceable to the shortage of ocean freight room, the retarding effect of the harbor laborers' strike, and the disinclination of Government officers to grant export licenses. Latterly this last-named hinderance has been less serious, permits being easier to secure. Crimson clover has made only partial response to the advance in other grains, partly because the export movement has been restricted by the tonnage scarcity. Red Top has not been moving freely, but a sharp upturn is expected as supplies are light. Dwarf Essex Rape was easier for a short time, selling at \$6 per 100, but later there was a sudden jump of \$2 on reports of a total crop failure in the Orient and of a smaller production in Manchuria. French cable advices recently received report that Crimson clover stocks are extremely light. On account of poor cable connections and inadequate tonnage supply the movement from that country is expected to be light. Purchases were made at \$18 per 100 pounds seaports.

A local dealer who recently returned from England reported that seeds were selling at extremely high prices, although the quantity used is small compared with previous years. The further advance in clover seed prices in England was partly based on an unusual feature, namely the re-exporting of seeds shipped from America. Shipments of Americal alsike have also been re-exported.

NEW SEED TRADEMARK

The following new seed trademark was published in the February 25 issue of the *Official Gazette* of the U. S. Patent Office: "Capitol City" field and



Ser. No. 114,526.

other seeds. F. W. Bolgiano & Co., Inc., Washington, D. C. Filed December 7, 1918. Serial No. 114,526. See cut.

HAY, STRAW AND FEED

MINNESOTA PURE FEED BILL PASSED

During the first part of March, members of the House of Representatives in the state of Minnesota passed unanimously, the Wilkinson "Pure Feed Bill." The Bill provides for the labeling of concentrated feeds according to the food content of the products, and was opposed by the concentrated feed manufacturers of the state.

ST. LOUIS HAY MARKET

In a recent letter, Toberman, Mackey & Co., of St. Louis, Mo., say: "We have had a rather heavy run of hay on the market all during the week, especially a heavy run of hay on the East Side. Market, however, has held steady on the good timothy and light mixed, and there is no prospect that we see of any lower values on good stuff. The poor grade of No. 2 and all lower grades of timothy and light mixed are a little lower and will continue a little hard to sell for the next week or 10 days. Wouldn't be surprised to see the medium and lower grades of hay work a little lower yet. Clover is quite a little lower; a very light demand and especially no demand for anything but the good stuff. There is scarcely any alfalfa coming to the market; strong demand and high prices. Choice prairie scarce and in demand; medium grades in fair demand only. Straw steady. Our idea of the market is that you can figure on the good grades of stuff holding steady, and that you should figure on a little easier prices on the medium and lower grades."

"HAY MARKET STEADY"

The Mullally Hay and Grain Co. of St. Louis, Mo., in letter of April 11 says: "Receipts during the past week were liberal being 492 cars as compared with 248 the preceding week and 196 the week before. There is a good demand for most all grades of timothy and clover mixed. The movement of timothy hay here is very free as the larger portion of the liberal offerings are taken for shipment leaving the market well cleaned up right along and in good condition for fresh ar-

ivals and we advise prompt shipments. Clover hay is ruling quiet with a rather limited demand except for high No. 1 and choice green clover which is in good demand at the prevailing prices. Prices however, are not ruling as high on clover as they have been.

"Prairie hay is ruling firm with a good demand particularly so for the best grades of Kansas. There has not been near enough prairie coming in to supply the trade and we advise shipments.

"Alfalfa hay is ruling firm with a good demand, particularly so for No. 1 and choice green. There is not near enough good alfalfa arriving here to supply the trade and our market at present is bare of all grades.

"We advise prompt shipments of all grades of hay as it is well to take advantage of the prevailing prices which are ranging very high as the grass season now is near at hand when the demand for hay will become more limited."

CINCINNATI HAY CONDITIONS

The Brouse-Skidmore Grain Company of Cincinnati, under date of April 11, write:

"Hay is selling at Cincinnati at the highest prices ever recorded. The receipts have been heavy, but the demand has been so urgent that all offerings have been sold readily at prevailing prices. The immense requirements of the Government before the signing of the Armistice has evidently cleaned up country stocks to an alarming degree. The high prices which have prevailed all year have caused dealers and consumers to hesitate about laying in large stocks. Consequently the demands are now exceeding the supply.

"Present prices are undoubtedly high but under existing conditions we cannot see how there can be much of a break, especially as farmers will be busy with their spring work and will not have the time to haul what little hay they have left.

"The Cincinnati market has handled an immense volume of hay this season. Shippers are now giving this market the preference on account of the method of handling; all arrivals being sold on their merits, thus avoiding a lot of technical grading that

so often is unsatisfactory to the shippers. The Southern buyers are taking advantage of the quick shipments which can be made. It is still necessary to obtain permits, therefore, there can be no accumulation."

TWO DOLLARS FOR NO. 1 HAY IN NEW YORK

BY C. K. TRAFTON

With general trade conditions generally unsatisfactory, hay prices have advanced sharply in New York during the month under review. The present quotation for No. 1 is \$2 per 100 pounds, and even at that figure there is little available. Practically no one can be found who has a good word to say about the market, and this is especially true of Brooklyn where there has been nothing like an adequate quantity available at any time. In fact, there have been times when only one or two cars were on sale. Moreover, common or inferior grades have made up the bulk of the arrivals. With little coming in better than No. 3, or even as good, it is not surprising that the negligible lots of better grades have brought top prices without any trouble. As a consequence it has frequently been found advantageous to haul hay from Manhattan, which was by no means pleasing to dealers in that borough where supplies have been scarcely sufficient for local requirements. In explanation of the remarkable shortage in Brooklyn it was stated that farmers and shippers in territory tributary to that market had disposed of the bulk of their hay and were determined to hold the small balance for higher prices. However, it is not only in that territory that farmers and shippers are convinced that a further advance is justified, especially in view of the sharp upturn in other commodities, notably corn, other grains, hogs, provisions, etc. It is pointed out that prices have not advanced inordinately under the circumstances, in view of the continued small receipts, frequently only about half of normal. The latter is traceable in part to a scarcity of freight cars and to embargoes on some roads. The unwillingness of the roads to provide sufficient cars for hay is not surprising in view of the fact that there are not enough cars for higher class and more remunerative commodities, such as flour, grain, meal, provisions, etc. Advices from the interior state that many farmers are disinclined to deliver hay freely, partly because of bad roads. Moreover, more urgent spring work provides plenty of work for the hands, of which the supply is still inadequate. In some sections it is reported that farmers had or would plow up more meadows for grain, especially wheat, which is far more profitable than hay.

Despite these arguments for higher prices, buyers continue to insist that values are far too high already, and therefore they have been buying in a small way only, simply taking enough to cover immediate requirements.

Early in the month the market for straw was decidedly flat and sluggish. As a rule buyers were decidedly indifferent, and although receipts were not heavy they were more than ample, and consequently there was a slightly weaker undertone. Subsequently there was slightly more demand and with receipts lighter a slightly firmer undertone prevailed. This was partly in sympathy with the rise in hay.

It is noted as an extraordinary occurrence that for the first time in recent years or on record, oat straw had commanded more money than rye. This was partly attributed to the active use of oat straw for packing.

Gus Caple and E. L. Stockton have opened a feed and flour business at Little Rock, Ark.

S. F. Baskett's feed business at Linneus, Mo., is now owned by the Linneus Farmers Feed & Produce Company.

Arnold Rudd Company's feed and grain business at New London, Conn., has been purchased by the P. Schwartz Company.

W. J. Smith now has control of the feed, grain and flour business at Freeport, Ill., formerly owned by the E. S. Brown Estate.

The feed and flour business of Oscar Carlson, deceased, has been purchased by the Little Falls Milling Company of Ironton, Minn.

The Cuyana Range Flour & Feed Company of Crosby, Minn., has changed its name to that of the Tanner Flour & Feed Company.

John R. Hamilton Coal Company's feed business at Mattoon, Ill., has been taken over by Ernest Orndorff of the Big Four Elevator Company.

For the purpose of dealing in feed and food products the Gross Bros., Inc., have been organized at Hightstown, N. J. Capital stock is \$200,000.

H. H. Bosshard is no longer associated with the grain and feed firm of Bosshard & Myer of Woodstock, Ill., after being in the business for 25 years.

Hay men of Canada are interested in the organization of a hay association there. The association will work for furthering the interests of Canadian hay men.

A feed and flour business will be opened at Mentor, Minn., by Erick Ellingson.

Capitalized at \$10,000 the Evansville Seed Company was incorporated at Evansville, Ind.

Roy Ware has disposed of his feed store at Hillsboro, Ill., and will retire from business. Edward Cooper of Litchfield is the new owner of the feed establishment.

Interest in the McEnterfer & Acklin feed business at Cushing, Okla., has been purchased by Walter Freund. The firm will operate in the future as Freund & Acklin.

A. C. Willford, of Waterloo, Iowa, engaged there in the feed and flour business, has purchased the Chicago Western Storage house and will handle feed and flour wholesale as well as retail.

Farmers of Concordia, Mo., have formed a co-operative company and will handle feed, seed, live-stock, etc. Otto W. Oetting is secretary-treasurer of the Concordia Farmers Co-operative Company.

The Boone Tile, Feed & Lumber Company has been incorporated at Lebanon, Ind., by Morris Ritchie, Ora T. Smith, John L. Saunders, J. A. Stookey and Chas. A. Kern. Its capital stock is \$20,000.

A partnership has been entered into by J. C. Gess and A. F. Timm at Chewelah, Wash. They have purchased the feed store which last month was sold by Ed. Gordon and A. F. Timm to H. Zwang. The new owners may also open a wholesale branch.

Two acres of land has been purchased by the H-Q Hay & Grain Company at Wichita, Kan., upon which it will erect a large hay warehouse with capacity of 1,000 tons. The warehouse will be of frame, 60x80 feet. The land adjoins the property of the Wichita Terminal Elevator Company on the terminal tracks. Claude C. Shaft is president of the corporation; Edward L. Shaft, vice-president; Clyde C. Whitely, treasurer; Paul Shaft, secretary.

THE WAGNER LETTER

COVERS ALL MARKETS

Sent on request. Write or call upon
H. E. Sprague, Rooms 521-22-23,
Grain Exchange, Sioux City, Iowa.

Prompt Attention Given to Consignments

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E. W. Wagner & Co.

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Shippers who have Alfalfa Hay to dispose of, if they will
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The Official BROWN-DUVEL Moisture Tester with glass flasks :: or copper ::

This is the standard tester prescribed in Bulletin 72, Department of Agriculture, and in the Federal Grain Rules of Inspection. In every detail it conforms to the specifications, and is of the type used in all Government grain inspection offices.

It is HEATED ELECTRICALLY

We have a new heating element, our own design, which is so simple and convenient, so free from fire hazard that it will supersede all other heaters, with liquid fuel, for testing purposes.

Its points of merit are

1. **SIMPLICITY.** When a coil burns out, as all coils will, pull off the connector body; lift out the heating plate, which is then free. Turn two screws and the burnt coil will drop out. A new one is inserted, the screws turned up, and the job is done. The element is not even taken apart for the purpose, and the expense involved is just **TEN CENTS.** No delay, no inconvenience.
 2. **EASY REGULATION.** The heat is regulated just like a lamp; the turning of a thumb-nut raises or lowers the temperature just as you want it.
 3. **LOW COST.** A new heater costs \$1.00; a new coil 10 cents.
 4. **ADAPTED TO ANY VOLTAGE** and quickly changed from one voltage to another, such as lighting (110V) or power (220V) current, by the change of a screw.
 5. **SAFER AND MORE CONVENIENT** than alcohol or gasoline, and cheaper.
- The tester is made throughout of smooth steel, galvanized to prevent rust. The glassware is of the best quality obtainable and accurately calibrated. Heat and oil resisting stoppers are supplied. The thermometers are guaranteed correct. Each tester is equipped with a strainer oil-tank, with **SELF-MEASURING FAUCET**, delivering 150 CC of oil at each discharge, which has no valves or adjustments to get out of order and leak.
- No electric tester was ever so good nor sold so low. Our prices, which include all accessories and one gallon of testing oil, are as follows, f. o. b. Chicago:

One flask.....	\$25.00	Four flasks.....	\$65.00	} A liberal discount for quantity orders or for resale.
Two flasks.....	40.00	Six flasks.....	90.00	

We supply gas or alcohol burners if electric current is not available. We will equip your old tester with these new electric heaters for \$3.00 per burner, including wiring, you to pay transportation charges both ways. In sending testers to be changed over, do not send any glassware, accessories, or water tank; just the heater body. We carry a **COMPLETE LINE OF ACCESSORIES** for testers at lowest possible prices. We still supply the Hess Improved Tester, with copper flasks, for gasoline, gas, alcohol or electricity. **ASK FOR FULL INFORMATION.**



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HESS DRIERS

More are in use, and more are sold yearly, than all other makes combined. There's a reason—a **GOOD ONE.**

FIELD SEED NOTES

A branch store is to be opened at Albany, Ga., for the J. S. Smith Seed Company of Columbus, Ga.

A preliminary certificate of dissolution has been filed by the King Seed Company of North Vernon, Ind.

Field & Co., of Owensboro, Ky., have amended their articles of incorporation increasing their capital stock.

Leon Pauchon's interest in the United Seed Company at San Francisco, Cal., has been purchased by his partner, F. Elbeck.

The capital stock of the Livingston Seed Company operating at Columbus, Ohio, has been increased from \$40,000 to \$100,000.

The Campbell Seed & Supply Company has been incorporated by A. R. Campbell and others at Wichita, Kan., with a capital stock of \$25,000.

A seed store has been opened at Barry, Ill., by the Barry Seed Company. The Barry seed firm is composed of the following: C. A. Nobis and Thos. B. Hughes.

A new elevator, warehouse and office building, 40x85 feet, is to be constructed for the Manitowoc Seed Company of Manitowoc, Wis. The plant will be of fireproof construction.

A survey has been made and list compiled of seed stocks available in the state of North Dakota by the North Dakota Agricultural College's Seed Committee. The laboratory is now ready to inspect and test for germination any samples of seed sent in.

At a meeting of the stockholders of Northrup, King & Co., of Minneapolis, held on March 17, Edwin B. Northrup, secretary, tendered his resignation, which was accepted. Two more were added to the directorate: C. A. Burnham and Geo. C. Thomson. The following officers were elected: President, C. C. Massie; vice-president and treasurer, L. M. King; secretary, C. A. Burnham. Mr. Burnham is sales manager and has been with the company for 16 years. Mr. Thomson is manager of the garden seed department and has been with the firm for 11 years.

Business operations are soon to be started at Waterloo, Iowa, by the Kiester-Hall Seed Company. The company in addition to handling seeds of tested merit will accommodate customers with practical demonstrations and instructions on how to plant, cultivate, grow grain, etc. Next fall the company will be ready to sell stock which has been selected during the summer from the best growers. H. E. Kiester is president; Geo. Hall, vice-president; W. A. Bryant, secretary and treasurer. Mr. Kiester is well known as advertising expert and promoter of publicity and is with the Wm. Galloway Company as fiscal secretary; Mr. Hall, now with the Galloway Seed Company, is an expert seed man and has been in this business for 30 odd years.

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For town property or farm, an Ohio country elevator handling 300 cars of grain, hay and merchandise. Price \$4,500. H. F., Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

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FOR SALE

Elevator and malting plant located at Davenport, Iowa. Grain elevator 220,000-bushel storage capacity. Malt house 1,800-bushel daily capacity. Situated on the C. R. I. & P. Ry. tracks, and C. M. & St. P. and C. B. & Q. Roads are available. Transit privileges are granted for Eastern and Southern points, and the location is very favorable for distribution of feeds and grain to these points as well as to the central feeding district. The location is in one of the best farming districts. Plant is in good physical condition and was operated until malt was prohibited. For particulars apply to DAVENPORT MALT & GRAIN COMPANY, Davenport, Iowa.

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Miscellaneous Notices

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WANTED TO BUY

A good grain elevator in good town, well located. Would like to be in reach of good outlet for feed. Prefer Ohio or Indiana. H. L. HOCKMAN, New Plymouth, Ohio.

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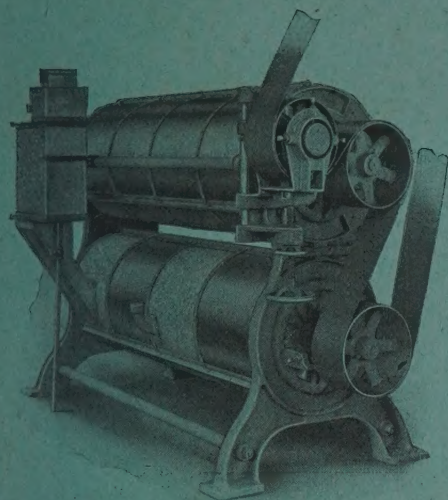
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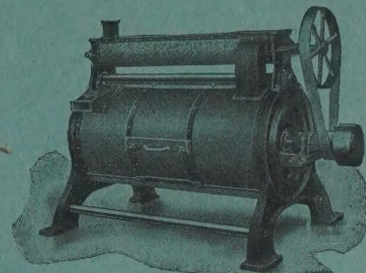
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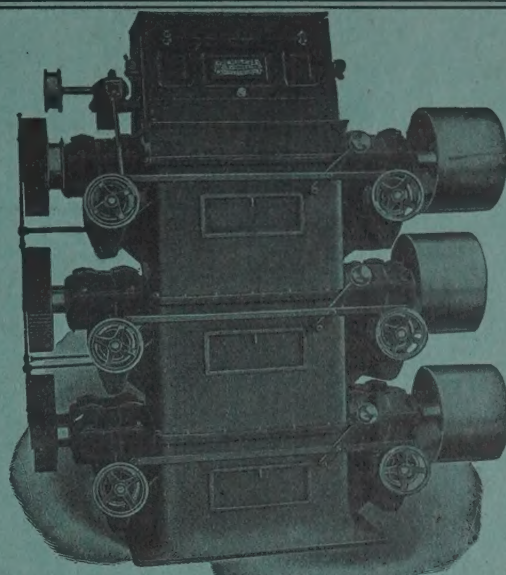
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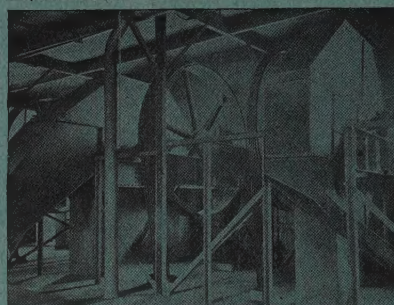
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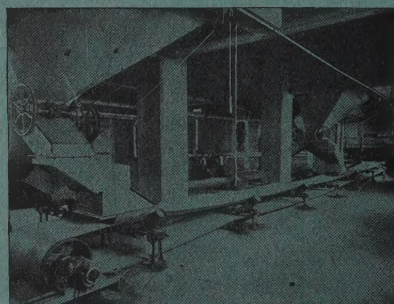
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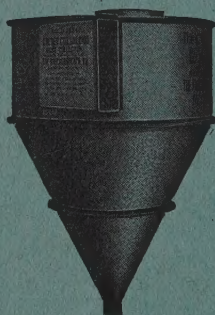
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